QUARTERLY MARKET REVIEW

DECEMBER 2012

BRITISH COLUMBIA

LIQUOR DISTRIBUTION BRANCH

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Introduction

The Liquor Distribution Branch produces the Quarterly Market Review (QMR) four times per year for reporting periods ending in March, June, September, and December.

The QMR provides provincial sales for domestic and import beer, cider, coolers, spirits and wine. Sales are provided in both litre and retail dollar value. Retail dollar value is based on the government liquor store price excluding provincial sales tax (PST) and federal goods and services tax (GST) prior to July 1, 2010 or harmonized sales tax (HST) after June 30, 2010.

For each reporting period, the QMR provides annualized sales data for five years and sales for the most recent quarter. The percentage change in sales is shown for the most recent 12 month period and the most recent quarter compared to the same time periods in the previous year. In addition, the QMR shows the percentage of sales that were made to licensed establishments where liquor is consumed on-premise (e.g. bars, restaurants etc.).

While every effort has been made to ensure accuracy and completeness of our figures, this is not guaranteed. It is the express condition of the use of this publication that the Liquor Distribution Branch shall incur no liability.

HIGHLIGHTS BY CATEGORY - RETAIL DOLLARS

All figures in this section compare the current quarter to the same quarter in the previous year.

BEER- DOMESTIC	% Change
Breweries with Annual Production over 160,000HL - Draft	-5.83%
Breweries with Annual Production over 160,000HL - Packaged	-3.87%
Breweries with Annual Production over 15,000 and up to 160,000HL - Draft	12.97%
Breweries with Annual Production over 15,000 and up to 160,000HL - Packaged	8.46%
Breweries with Annual Production up to 15,000HL - Draft	24.81%
Breweries with Annual Production up to 15,000HL - Packaged	53.36%

BEER - IMPORTED	% Change
UNITED STATES OF AMERICA	-6.24%
MEXICO	-2.66%
NETHERLANDS	-4.21%
BELGIUM	1.74%
IRELAND	7.71%
GERMANY	-14.62%

CIDER - DOMESTIC	% Change
CIDER	12.34%

CIDER - IMPORTED	% Change
CIDER	13.28%

COOLERS - DOMESTIC	% Change
WINE	-21.03%
SPIRIT	-6.48%
BEER	/0

COOLERS - IMPORTED	% Change
WINE	1.96%
SPIRIT	24.97%
BEER	11,974.52%

SPIRITS - DOMESTIC	% Change
CANADIAN WHISKY	-3.31%
VODKA	-4.17%
RUM	-10.39%
LIQUEURS	-3.40%
GIN	-2.82%
BRANDY	-3.67%

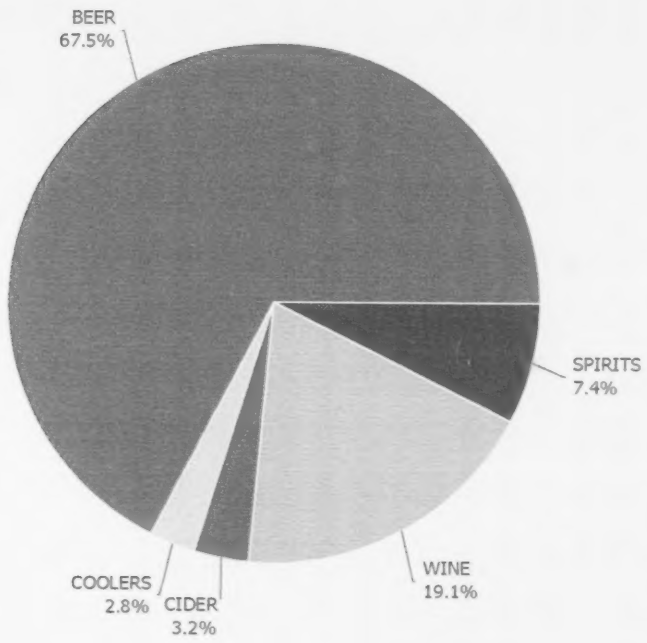
SPIRITS - IMPORTED	% Change
SCOTCH WHISKY	0.99%
VODKA	-3.90%
RUM	6.80%
LIQUEURS	-6.02%
GIN	1.78%
BRANDY	-5.60%

WINE - DOMESTIC	% Change
TABLE WINE RED	0.57%
TABLE WINE ROSE	1.81%
TABLE WINE WHITE	3.95%
SPARKLING WINE	-11.24%
APERITIF, DESSERT AND FORTIFIED WINE	-9.43%

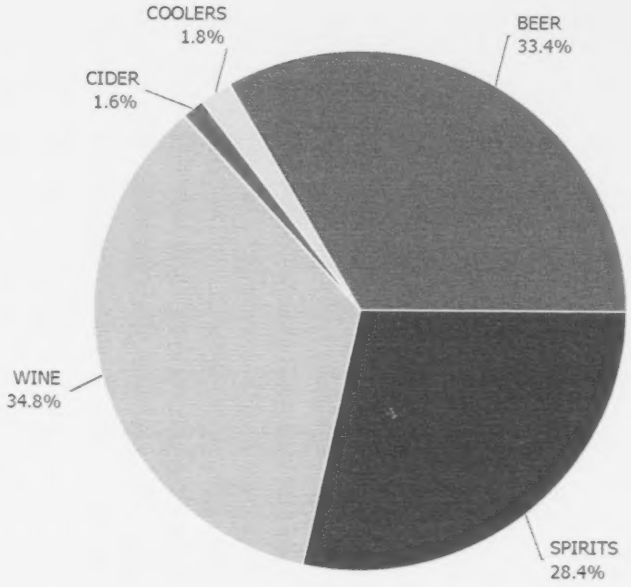
WINE - IMPORTED	% Change
TABLE WINE RED	3.85%
TABLE WINE ROSE	1.77%
TABLE WINE WHITE	5.32%
SPARKLING WINE	-2.55%
APERITIF, DESSERT AND FORTIFIED WINE	1.95%

Total Market Share

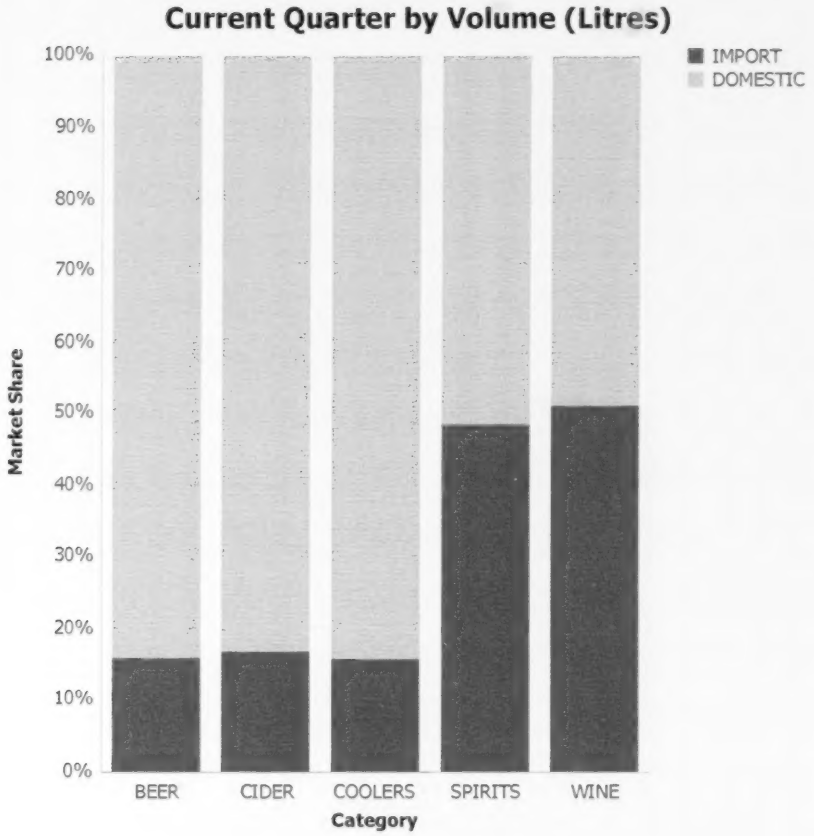
Total Market Share
Current Quarter by Volume (Litres)

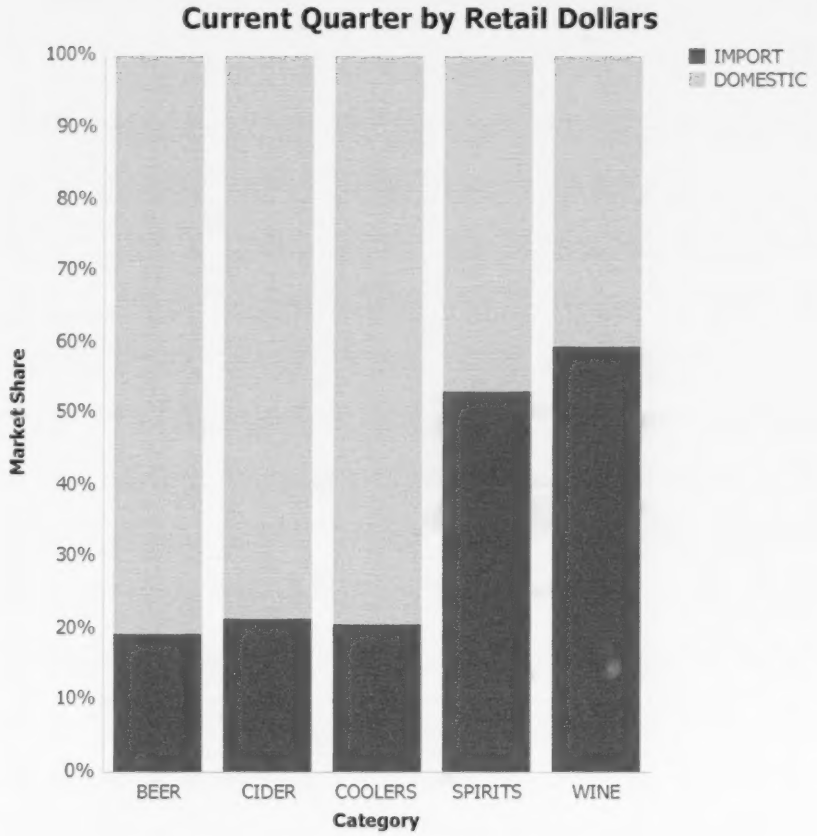


Total Market Share
Current Quarter by Retail Dollars



Domestic-Import Share by Category





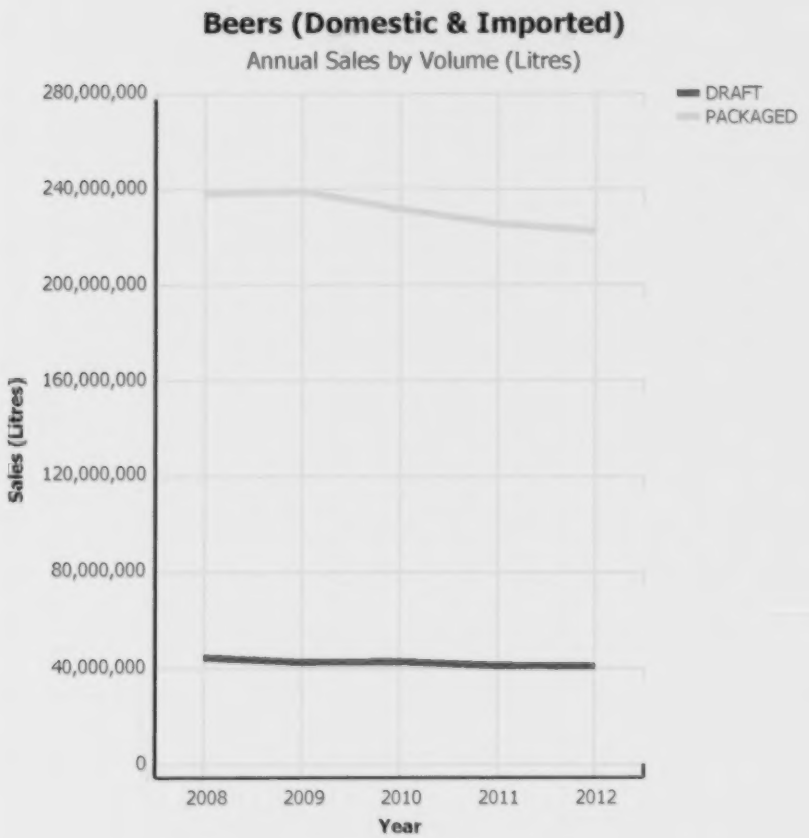
TOTAL MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

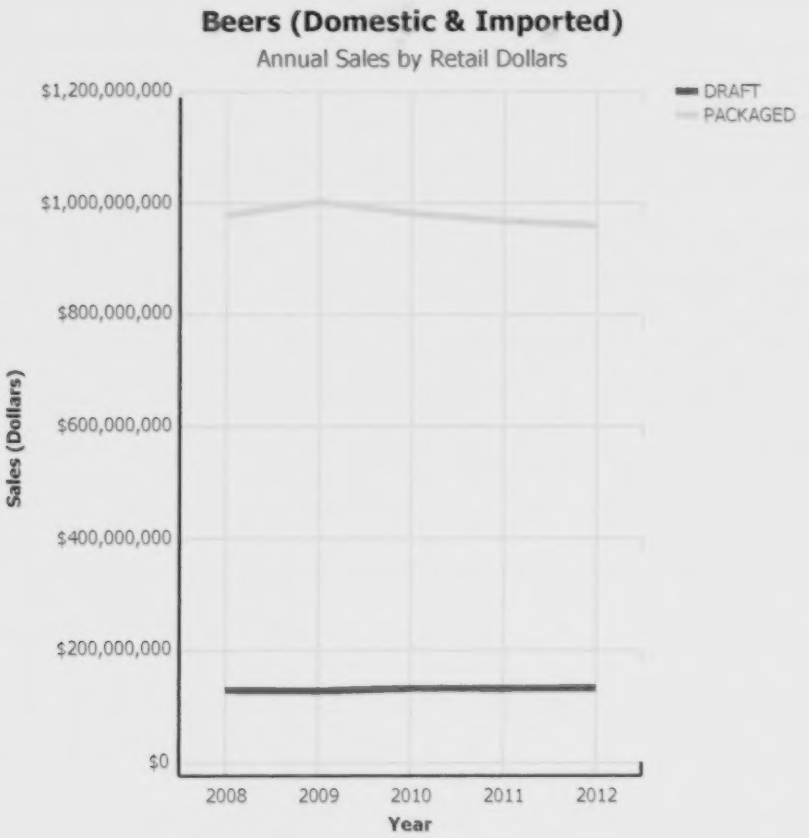
		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
BEER	DOMESTIC	240,717,607	239,420,222	228,926,567	226,881,076	225,778,755	56,529,071	-0.87%	-0.49%	22.45%
	IMPORT	47,296,845	47,754,865	51,068,988	45,226,676	43,061,260	10,645,525	-2.29%	-4.79%	21.61%
	BEER	**288,014,452**	**287,175,087**	**279,995,555**	**272,107,752**	**268,840,015**	**67,174,596**	**-1.09%**	**-1.20%**	**22.32%**
COOLERS AND CIDERS	DOMESTIC	19,460,184	21,640,092	22,423,160	22,161,947	23,202,398	5,011,077	3.91%	4.69%	6.31%
	IMPORT	3,889,736	3,911,601	3,624,425	3,674,980	3,987,270	973,071	26.44%	8.50%	18.79%
	COOLERS AND CIDERS	**23,349,920**	**25,551,692**	**26,047,585**	**25,836,927**	**27,189,667**	**5,984,148**	**7.01%**	**5.24%**	**8.14%**
SPIRITS	DOMESTIC	15,125,798	14,421,061	13,557,862	13,132,334	12,906,640	3,780,374	-5.13%	-1.72%	11.10%
	IMPORT	10,808,595	10,483,757	10,643,204	10,878,044	11,218,276	3,547,779	-0.70%	3.13%	14.50%
	SPIRITS	**25,934,393**	**24,904,818**	**24,201,065**	**24,010,377**	**24,124,916**	**7,328,153**	**-3.04%**	**0.48%**	**12.68%**
WINE	DOMESTIC	27,590,508	28,215,239	30,120,706	30,733,663	31,552,638	9,302,031	2.28%	2.66%	14.17%
	IMPORT	30,293,767	29,918,106	30,050,811	30,429,851	31,221,635	9,677,746	1.34%	2.60%	11.83%
	WINE	**57,884,275**	**58,133,345**	**60,171,517**	**61,163,513**	**62,774,273**	**18,979,776**	**1.80%**	**2.63%**	**13.01%**
TOTAL LIQUOR MARKET		**395,183,040**	**395,764,943**	**390,415,722**	**383,118,570**	**382,928,871**	**99,466,674**	**-0.25%**	**-0.05%**	**19.18%**

TOTAL MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000's)

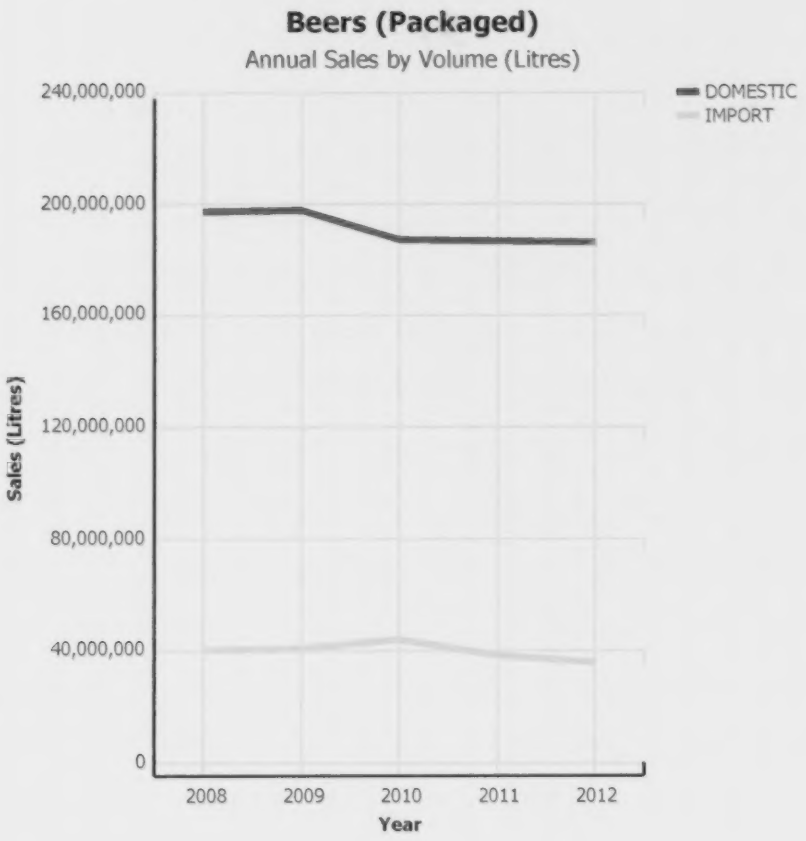
		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
BEER	DOMESTIC	$911,632	$926,063	$897,031	$901,775	$899,730	$225,461	-0.91%	-0.23%	19.84%
	IMPORT	$219,832	$227,290	$240,058	$221,604	$215,903	$53,557	-0.68%	-2.57%	21.77%
	BEER	**$1,131,464**	**$1,153,353**	**$1,137,089**	**$1,123,379**	**$1,115,634**	**$279,019**	**-0.87%**	**-0.69%**	**20.21%**
COOLERS AND CIDERS	DOMESTIC	$92,993	$98,815	$100,473	$101,595	$106,017	$22,567	1.11%	4.35%	6.78%
	IMPORT	$23,582	$23,975	$22,042	$22,232	$23,997	$5,971	24.98%	7.94%	16.45%
	COOLERS AND CIDERS	**$116,575**	**$122,790**	**$122,515**	**$123,828**	**$130,015**	**$28,538**	**5.32%**	**5.00%**	**8.57%**
SPIRITS	DOMESTIC	$408,042	$400,126	$391,607	$386,809	$376,782	$111,672	-5.29%	-2.59%	10.85%
	IMPORT	$355,673	$349,867	$364,098	$380,678	$390,133	$126,023	-0.20%	2.48%	15.09%
	SPIRITS	**$763,715**	**$749,993**	**$755,705**	**$767,487**	**$766,915**	**$237,695**	**-2.66%**	**-0.07%**	**13.00%**
WINE	DOMESTIC	$343,130	$352,100	$381,732	$396,128	$408,365	$118,228	0.72%	3.09%	15.09%
	IMPORT	$486,225	$467,407	$481,977	$505,512	$530,346	$172,317	3.66%	4.91%	14.17%
	WINE	**$829,354**	**$819,507**	**$863,710**	**$901,640**	**$938,711**	**$290,546**	**2.44%**	**4.11%**	**14.57%**
TOTAL LIQUOR MARKET		**$2,841,108**	**$2,845,643**	**$2,879,019**	**$2,916,333**	**$2,951,274**	**$835,798**	**-0.07%**	**1.20%**	**16.03%**

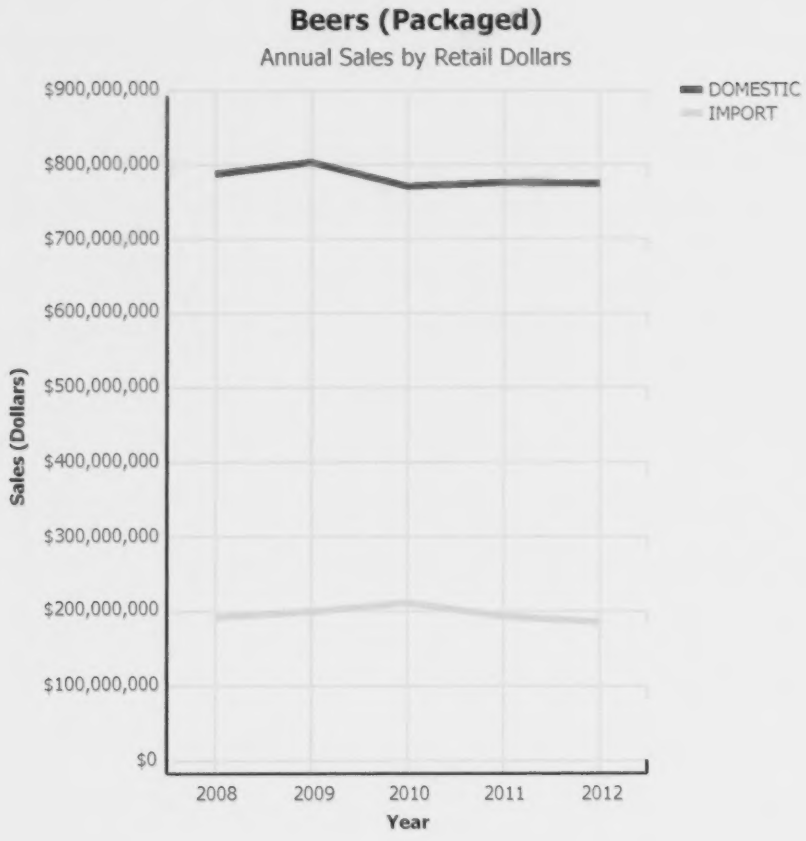
Beer Market - Packaged vs Draft (Domestic & Imported)





Beer Market - Domestic vs Import (Packaged)

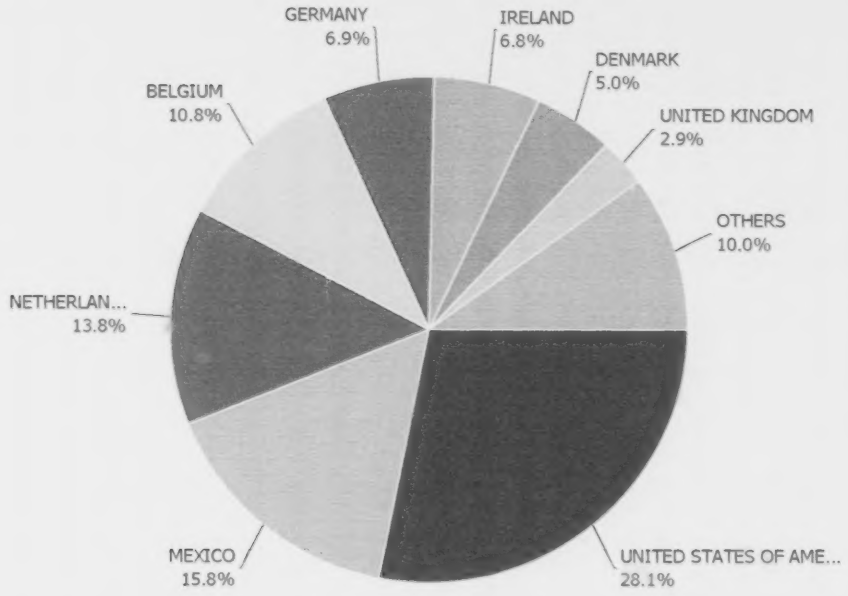




Beer Market - Import Beer

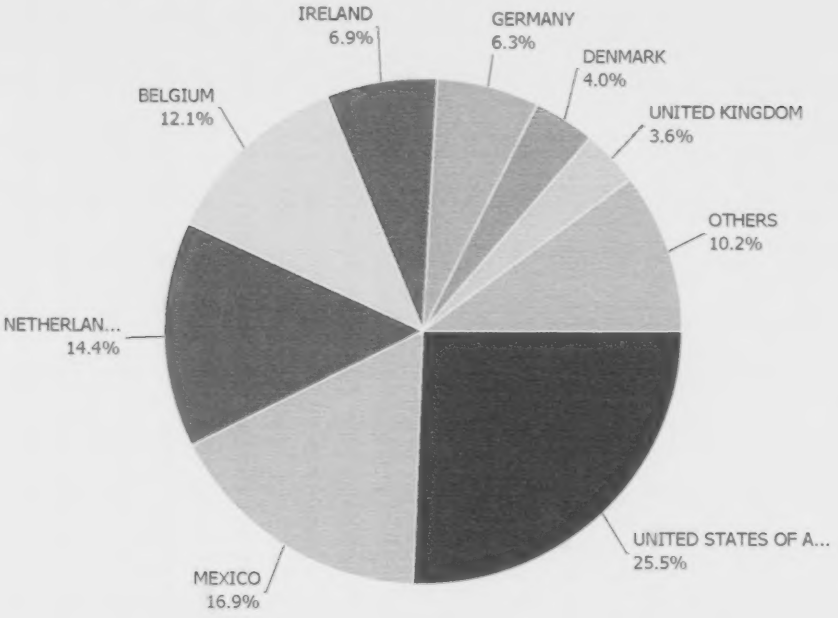
Import Beer Market Share

Current Quarter by Volume (Litres)



Import Beer Market Share

Current Quarter by Retail Dollars



DOMESTIC BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
Breweries with Annual Production over 160,000HL	DRAFT	35,215,570	33,163,036	32,366,998	29,623,501	27,564,627	7,063,421	-5.58%	-6.95%	98.55%
	PACKAGED	185,333,865	182,955,077	167,082,072	161,923,659	157,750,345	38,816,340	-3.46%	-2.58%	7.92%
	TOTAL	**220,549,435**	**216,118,112**	**199,449,070**	**191,547,160**	**185,314,972**	**45,879,760**	**-3.80%**	**-3.25%**	**21.40%**
Breweries with Annual Production over 15,000 and up to 160,000HL	DRAFT	3,131,514	3,337,495	3,994,221	4,895,521	5,672,694	1,389,598	11.11%	15.88%	95.06%
	PACKAGED	11,342,970	13,514,463	18,290,182	22,826,317	25,274,386	6,560,014	7.61%	10.72%	2.34%
	TOTAL	**14,474,484**	**16,851,958**	**22,284,403**	**27,721,838**	**30,947,080**	**7,949,612**	**8.21%**	**11.63%**	**19.34%**
Breweries with Annual Production up to 15,000HL	DRAFT	4,010,829	4,079,665	4,312,209	4,596,834	5,235,774	1,419,676	22.63%	13.90%	92.66%
	PACKAGED	1,682,803	2,370,486	2,880,884	3,015,245	4,280,929	1,280,022	54.37%	41.98%	4.83%
	TOTAL	**5,693,633**	**6,450,151**	**7,193,094**	**7,612,079**	**9,516,703**	**2,699,698**	**35.88%**	**25.02%**	**53.15%**
DOMESTIC DRAFT - TOTAL		42,357,914	40,580,196	40,673,428	39,115,856	38,473,094	9,872,696	-0.17%	-1.64%	97.24%
DOMESTIC PACKAGED - TOTAL		198,359,694	198,840,026	188,253,139	187,765,221	187,305,660	46,656,376	-1.01%	-0.24%	7.09%
DOMESTIC BEER - TOTAL		**240,717,607**	**239,420,222**	**228,926,567**	**226,881,076**	**225,778,755**	**56,529,071**	**-0.87%**	**-0.49%**	**22.45%**

DOMESTIC BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
Breweries with Annual Production over 160,000HL	DRAFT	$98,686	$96,342	$96,532	$92,004	$86,580	$22,054	-5.83%	-5.89%	98.50%
	PACKAGED	$742,519	$746,742	$692,922	$678,144	$660,584	$162,320	-3.87%	-2.59%	8.59%
	TOTAL	**$841,205**	**$843,084**	**$789,455**	**$770,148**	**$747,164**	**$184,374**	**-4.11%**	**-2.98%**	**19.01%**
Breweries with Annual Production over 15,000 and up to 160,000HL	DRAFT	$8,814	$9,551	$11,778	$14,814	$17,513	$4,286	13.22%	18.22%	94.97%
	PACKAGED	$40,895	$48,657	$66,819	$85,231	$94,983	$25,039	8.42%	11.44%	2.93%
	TOTAL	**$49,709**	**$58,208**	**$78,598**	**$100,046**	**$112,496**	**$29,325**	**9.10%**	**12.44%**	**17.26%**
Breweries with Annual Production up to 15,000HL	DRAFT	$12,325	$12,860	$13,864	$15,139	$17,275	$4,754	24.60%	14.11%	92.18%
	PACKAGED	$8,393	$11,912	$15,115	$16,443	$22,795	$7,009	53.30%	38.63%	4.85%
	TOTAL	**$20,718**	**$24,772**	**$28,979**	**$31,582**	**$40,070**	**$11,763**	**40.25%**	**26.88%**	**42.50%**
DOMESTIC DRAFT - TOTAL		$119,824	$118,752	$122,175	$121,958	$121,368	$31,094	0.24%	-0.48%	97.09%
DOMESTIC PACKAGED - TOTAL		$791,808	$807,311	$774,856	$779,818	$778,362	$194,367	-1.10%	-0.19%	7.79%
DOMESTIC BEER - TOTAL		**$911,632**	**$926,063**	**$897,031**	**$901,775**	**$899,730**	**$225,461**	**-0.91%**	**-0.23%**	**19.84%**

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ARGENTINA	PACKAGED	37,414	44	958	2,166	1,207	153	-73.11%	-44.30%	24.38%
	ARGENTINA - Total	**37,414**	**44**	**958**	**2,166**	**1,207**	**153**	**-73.11%**	**-44.30%**	**24.38%**
AUSTRALIA	PACKAGED	73,781	42,700	37,814	28,104	31,686	13,149	143.58%	12.74%	15.33%
	AUSTRALIA - Total	**73,781**	**42,700**	**37,814**	**28,104**	**31,686**	**13,149**	**143.58%**	**12.74%**	**15.33%**
AUSTRIA	DRAFT	0	350	8,150	10,800	12,725	3,675	-10.37%	17.82%	95.28%
	PACKAGED	18,749	48,537	60,911	59,493	72,574	18,035	1.23%	21.99%	36.33%
	AUSTRIA - Total	**18,749**	**48,887**	**69,061**	**70,293**	**85,299**	**21,710**	**-0.94%**	**21.35%**	**45.12%**
BELGIUM	DRAFT	1,262,850	1,153,210	1,030,840	832,015	767,525	195,534	-6.78%	-7.75%	98.87%
	PACKAGED	4,626,325	4,085,003	3,482,228	3,424,653	3,471,453	952,163	4.32%	1.37%	16.92%
	BELGIUM - Total	**5,889,175**	**5,238,213**	**4,513,068**	**4,256,668**	**4,238,978**	**1,147,697**	**2.24%**	**-0.42%**	**31.76%**
BRAZIL	PACKAGED	959,978	513,878	157,720	5,757	-55	-9	n/a	-100.96%	0.00%
	BRAZIL - Total	**959,978**	**513,878**	**157,720**	**5,757**	**-55**	**-9**	**n/a**	**-100.96%**	**0.00%**
CHILE	PACKAGED	0	480	887	438	0	0	n/a	-100.00%	0.00%
	CHILE - Total	**0**	**480**	**887**	**438**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
CHINA	PACKAGED	289,439	325,245	347,322	302,347	295,981	76,641	-1.31%	-2.11%	38.43%
	CHINA - Total	**289,439**	**325,245**	**347,322**	**302,347**	**295,981**	**76,641**	**-1.31%**	**-2.11%**	**38.43%**
CROATIA	PACKAGED	20,666	60,256	78,150	44,274	32,498	5,451	-49.98%	-26.60%	8.22%
	CROATIA - Total	**20,666**	**60,256**	**78,150**	**44,274**	**32,498**	**5,451**	**-49.98%**	**-26.60%**	**8.22%**
CZECH REPUBLIC	DRAFT	0	18,606	36,654	40,756	44,184	12,599	10.54%	8.41%	69.76%
	PACKAGED	704,025	713,587	778,580	800,145	818,731	215,959	-1.63%	2.32%	4.92%
	CZECH REPUBLIC - Total	**704,025**	**732,193**	**815,234**	**840,901**	**862,915**	**228,558**	**-1.03%**	**2.62%**	**8.24%**
DENMARK	DRAFT	5,050	36,350	59,850	66,450	141,100	35,550	48.74%	112.34%	99.36%
	PACKAGED	1,180,153	1,328,895	1,362,233	1,329,718	1,546,073	493,183	48.80%	16.27%	1.26%
	DENMARK - Total	**1,185,203**	**1,365,245**	**1,422,083**	**1,396,168**	**1,687,173**	**528,733**	**48.80%**	**20.84%**	**9.47%**

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ESTONIA	PACKAGED	0	0	516	0	0	0	n/a	n/a	0.00%
	ESTONIA - Total	**0**	**0**	**516**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
FRANCE	DRAFT	59,950	58,340	89,170	163,980	140,970	37,500	-8.49%	-14.03%	99.91%
	PACKAGED	181,783	200,792	197,612	384,356	577,214	148,439	20.52%	50.18%	34.42%
	FRANCE - Total	**241,733**	**259,132**	**286,782**	**548,336**	**718,184**	**185,939**	**13.27%**	**30.98%**	**47.27%**
GERMANY	DRAFT	196,005	180,620	214,180	134,930	138,260	41,550	15.07%	2.47%	97.35%
	PACKAGED	3,366,663	3,485,427	3,306,955	3,308,476	2,905,873	690,725	-22.27%	-12.17%	3.39%
	GERMANY - Total	**3,562,668**	**3,666,047**	**3,521,135**	**3,443,406**	**3,044,133**	**732,275**	**-20.81%**	**-11.60%**	**7.66%**
GREECE	PACKAGED	8,718	9,269	8,296	11,050	12,070	3,159	-2.01%	9.23%	80.18%
	GREECE - Total	**8,718**	**9,269**	**8,296**	**11,050**	**12,070**	**3,159**	**-2.01%**	**9.23%**	**80.18%**
GREENLAND	PACKAGED	0	0	0	0	222	90	n/a	n/a	0.00%
	GREENLAND - Total	**0**	**0**	**0**	**0**	**222**	**90**	**n/a**	**n/a**	**0.00%**
INDIA	PACKAGED	62,892	51,386	48,452	22,887	5,212	1,064	20.84%	-77.23%	87.16%
	INDIA - Total	**62,892**	**51,386**	**48,452**	**22,887**	**5,212**	**1,064**	**20.84%**	**-77.23%**	**87.16%**
IRELAND	DRAFT	1,363,700	1,328,000	1,270,900	1,249,150	1,261,200	331,900	-1.80%	0.96%	99.78%
	PACKAGED	1,293,226	1,265,791	1,204,064	1,207,030	1,420,099	388,073	16.83%	17.65%	11.63%
	IRELAND - Total	**2,656,926**	**2,593,791**	**2,474,964**	**2,456,180**	**2,681,299**	**719,973**	**7.43%**	**9.17%**	**53.09%**
ITALY	DRAFT	0	0	0	10,560	57,960	19,050	89.55%	448.86%	99.79%
	PACKAGED	109,883	163,075	197,536	265,087	287,217	72,630	1.46%	8.35%	27.28%
	ITALY - Total	**109,883**	**163,075**	**197,536**	**275,647**	**345,177**	**91,680**	**12.30%**	**25.22%**	**39.45%**
JAMAICA	PACKAGED	199,502	222,117	225,004	231,385	232,792	54,926	1.84%	0.61%	20.37%
	JAMAICA - Total	**199,502**	**222,117**	**225,004**	**231,385**	**232,792**	**54,926**	**1.84%**	**0.61%**	**20.37%**
JAPAN	DRAFT	0	0	19,494	58,824	77,007	21,698	20.59%	30.91%	97.85%
	PACKAGED	467,007	512,219	519,225	477,503	453,593	112,776	-5.35%	-5.01%	63.81%
	JAPAN - Total	**467,007**	**512,219**	**538,719**	**536,327**	**530,600**	**134,474**	**-1.94%**	**-1.07%**	**68.75%**
KENYA	PACKAGED	9,650	7,670	10,719	8,169	10,641	3,002	16.65%	30.26%	34.90%

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		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
KENYA	**KENYA - Total**	**9,650**	**7,670**	**10,719**	**8,169**	**10,641**	**3,002**	**16.65%**	**30.26%**	**34.90%**
KOREA - SOUTH	PACKAGED	12,366	10,215	12,299	21,270	25,949	7,846	23.39%	22.00%	47.25%
	KOREA - SOUTH - Total	**12,366**	**10,215**	**12,299**	**21,270**	**25,949**	**7,846**	**23.39%**	**22.00%**	**47.25%**
LAOS	PACKAGED	0	0	48	552	529	117	-69.11%	-4.30%	54.31%
	LAOS - Total	**0**	**0**	**48**	**552**	**529**	**117**	**-69.11%**	**-4.30%**	**54.31%**
LATVIA	PACKAGED	0	180	0	0	0	0	n/a	n/a	0.00%
	LATVIA - Total	**0**	**180**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
LEBANON	PACKAGED	0	0	0	158	957	253	88.24%	504.17%	97.52%
	LEBANON - Total	**0**	**0**	**0**	**158**	**957**	**253**	**88.24%**	**504.17%**	**97.52%**
LITHUANIA	PACKAGED	0	60	0	30	0	0	n/a	-100.00%	0.00%
	LITHUANIA - Total	**0**	**60**	**0**	**30**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
MEXICO	PACKAGED	11,711,872	11,895,731	10,174,277	8,509,015	8,299,328	1,685,624	-2.13%	-2.46%	22.15%
	MEXICO - Total	**11,711,872**	**11,895,731**	**10,174,277**	**8,509,015**	**8,299,328**	**1,685,624**	**-2.13%**	**-2.46%**	**22.15%**
MONTENEGRO	PACKAGED	1,974	1,905	1,518	1,971	215	151	n/a	-89.12%	0.00%
	MONTENEGRO - Total	**1,974**	**1,905**	**1,518**	**1,971**	**215**	**151**	**n/a**	**-89.12%**	**0.00%**
NETHERLANDS	DRAFT	473,860	477,130	597,080	510,710	482,530	131,250	2.26%	-5.52%	99.31%
	PACKAGED	6,749,047	6,208,167	5,701,326	5,381,391	5,123,409	1,332,647	-4.80%	-4.79%	15.44%
	NETHERLANDS - Total	**7,222,907**	**6,685,297**	**6,298,406**	**5,892,101**	**5,605,939**	**1,463,897**	**-4.21%**	**-4.86%**	**22.66%**
NEW ZEALAND	PACKAGED	81,559	85,340	73,784	74,595	76,181	18,346	-17.99%	2.13%	4.00%
	NEW ZEALAND - Total	**81,559**	**85,340**	**73,784**	**74,595**	**76,181**	**18,346**	**-17.99%**	**2.13%**	**4.00%**
NORWAY	PACKAGED	0	0	636	1,390	762	222	8,780.00%	-45.16%	0.00%
	NORWAY - Total	**0**	**0**	**636**	**1,390**	**762**	**222**	**8,780.00%**	**-45.16%**	**0.00%**
PHILIPPINES	PACKAGED	22,582	33,458	64,254	75,117	75,426	19,226	-2.37%	0.41%	5.78%

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		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
PHILIPPINES	**PHILIPPINES - Total**	**22,582**	**33,458**	**64,254**	**75,117**	**75,426**	**19,226**	**-2.37%**	**0.41%**	**5.78%**
POLAND	PACKAGED	109,031	93,346	117,871	116,182	108,444	27,616	-6.60%	-6.66%	5.11%
	POLAND - Total	**109,031**	**93,346**	**117,871**	**116,182**	**108,444**	**27,616**	**-6.60%**	**-6.66%**	**5.11%**
PORTUGAL	PACKAGED	0	0	0	8,041	16,153	3,946	-0.85%	100.89%	15.90%
	PORTUGAL - Total	**0**	**0**	**0**	**8,041**	**16,153**	**3,946**	**-0.85%**	**100.89%**	**15.90%**
RUSSIA (USSR)	PACKAGED	49,262	43,575	34,557	32,082	58,356	16,419	26.27%	81.90%	2.63%
	RUSSIA (USSR) - Total	**49,262**	**43,575**	**34,557**	**32,082**	**58,356**	**16,419**	**26.27%**	**81.90%**	**2.63%**
SERBIA	PACKAGED	0	0	0	1,876	2,200	494	-36.72%	17.29%	0.00%
	SERBIA - Total	**0**	**0**	**0**	**1,876**	**2,200**	**494**	**-36.72%**	**17.29%**	**0.00%**
SINGAPORE	PACKAGED	72,554	59,741	56,876	64,122	67,485	16,675	15.18%	5.25%	30.70%
	SINGAPORE - Total	**72,554**	**59,741**	**56,876**	**64,122**	**67,485**	**16,675**	**15.18%**	**5.25%**	**30.70%**
SLOVAK REPUBLIC	PACKAGED	0	3,280	4,038	2,048	1,794	580	28.89%	-12.40%	2.23%
	SLOVAK REPUBLIC - Total	**0**	**3,280**	**4,038**	**2,048**	**1,794**	**580**	**28.89%**	**-12.40%**	**2.23%**
SLOVENIA	PACKAGED	32,194	15,282	1,344	719	0	0	100.00%	-100.00%	0.00%
	SLOVENIA - Total	**32,194**	**15,282**	**1,344**	**719**	**0**	**0**	**100.00%**	**-100.00%**	**0.00%**
SOUTH AFRICA	PACKAGED	26,767	30,160	29,937	34,536	25,943	4,195	-50.13%	-24.88%	4.95%
	SOUTH AFRICA - Total	**26,767**	**30,160**	**29,937**	**34,536**	**25,943**	**4,195**	**-50.13%**	**-24.88%**	**4.95%**
SPAIN	PACKAGED	126,661	153,442	200,356	236,064	309,707	90,866	37.37%	31.20%	7.04%
	SPAIN - Total	**126,661**	**153,442**	**200,356**	**236,064**	**309,707**	**90,866**	**37.37%**	**31.20%**	**7.04%**
SWITZERLAND	PACKAGED	0	0	0	0	514	10	n/a	n/a	0.00%
	SWITZERLAND - Total	**0**	**0**	**0**	**0**	**514**	**10**	**n/a**	**n/a**	**0.00%**
THAILAND	PACKAGED	87,831	77,310	81,381	90,071	86,782	22,438	-3.55%	-3.65%	56.48%

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		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
THAILAND	**THAILAND - Total**	**87,831**	**77,310**	**81,381**	**90,071**	**86,782**	**22,438**	**-3.55%**	**-3.65%**	**56.48%**
TRINIDAD AND TOBAGO	PACKAGED	21,266	18,397	21,579	24,522	20,329	3,986	-16.61%	-17.10%	12.89%
	TRINIDAD AND TOBAGO - Total	**21,266**	**18,397**	**21,579**	**24,522**	**20,329**	**3,986**	**-16.61%**	**-17.10%**	**12.89%**
TURKEY	PACKAGED	48,900	34,459	33,155	46,406	56,075	13,463	-15.72%	20.84%	4.87%
	TURKEY - Total	**48,900**	**34,459**	**33,155**	**46,406**	**56,075**	**13,463**	**-15.72%**	**20.84%**	**4.87%**
UKRAINE	PACKAGED	7,190	6,010	5,400	50	2,280	950	n/a	4,460.00%	14.91%
	UKRAINE - Total	**7,190**	**6,010**	**5,400**	**50**	**2,280**	**950**	**n/a**	**4,460.00%**	**14.91%**
UNITED KINGDOM	DRAFT	80,944	54,672	61,650	69,750	89,320	31,090	81.81%	28.06%	99.10%
	PACKAGED	749,253	759,331	737,775	694,862	822,953	280,191	28.17%	18.43%	7.85%
	UNITED KINGDOM - Total	**830,198**	**814,004**	**799,425**	**764,612**	**912,273**	**311,281**	**32.06%**	**19.31%**	**16.79%**
UNITED STATES OF AMERICA	DRAFT	13,016	20,559	46,441	167,446	444,642	147,668	88.43%	165.54%	97.69%
	PACKAGED	10,319,910	11,860,706	18,256,639	14,579,731	12,044,554	2,839,742	-12.25%	-17.39%	9.77%
	UNITED STATES OF AMERICA - Total	**10,332,927**	**11,881,265**	**18,303,080**	**14,747,178**	**12,489,196**	**2,987,410**	**-9.87%**	**-15.31%**	**12.90%**
VIETNAM	PACKAGED	1,394	562	349	1,464	2,428	852	47.24%	65.86%	91.58%
	VIETNAM - Total	**1,394**	**562**	**349**	**1,464**	**2,428**	**852**	**47.24%**	**65.86%**	**91.58%**
IMPORT DRAFT - TOTAL		3,455,376	3,327,837	3,434,410	3,315,372	3,657,424	1,009,064	10.15%	10.32%	98.73%
IMPORT PACKAGED - TOTAL		43,841,469	44,427,028	47,634,578	41,911,304	39,403,836	9,636,461	-3.43%	-5.98%	14.45%
IMPORT BEER - TOTAL		**47,296,845**	**47,754,865**	**51,068,988**	**45,226,676**	**43,061,260**	**10,645,525**	**-2.29%**	**-4.79%**	**21.61%**

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SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ARGENTINA	PACKAGED	$163	$0	$6	$12	$7	$1	-69.63%	-39.87%	23.85%
	ARGENTINA - Total	**$163**	**$0**	**$6**	**$12**	**$7**	**$1**	**-69.63%**	**-39.87%**	**23.85%**
AUSTRALIA	PACKAGED	$374	$226	$208	$152	$205	$104	271.94%	35.40%	13.37%
	AUSTRALIA - Total	**$374**	**$226**	**$208**	**$152**	**$205**	**$104**	**271.94%**	**35.40%**	**13.37%**
AUSTRIA	DRAFT	$0	$2	$43	$57	$67	$19	-10.37%	17.82%	95.28%
	PACKAGED	$80	$209	$266	$267	$326	$84	2.91%	22.23%	35.57%
	AUSTRIA - Total	**$80**	**$211**	**$309**	**$324**	**$394**	**$103**	**0.12%**	**21.45%**	**45.79%**
BELGIUM	DRAFT	$5,422	$5,079	$4,736	$4,008	$3,793	$965	-6.31%	-5.35%	98.44%
	PACKAGED	$24,064	$22,543	$20,223	$19,872	$20,196	$5,500	3.30%	1.63%	17.45%
	BELGIUM - Total	**$29,486**	**$27,623**	**$24,959**	**$23,880**	**$23,990**	**$6,465**	**1.74%**	**0.46%**	**30.26%**
BRAZIL	PACKAGED	$4,366	$2,568	$788	$31	$0	$0	n/a	-100.96%	0.00%
	BRAZIL - Total	**$4,366**	**$2,568**	**$788**	**$31**	**$0**	**$0**	**n/a**	**-100.96%**	**0.00%**
CHILE	PACKAGED	$0	$4	$6	$2	$0	$0	n/a	-100.00%	0.00%
	CHILE - Total	**$0**	**$4**	**$6**	**$2**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
CHINA	PACKAGED	$1,356	$1,508	$1,598	$1,444	$1,420	$368	-1.49%	-1.65%	40.03%
	CHINA - Total	**$1,356**	**$1,508**	**$1,598**	**$1,444**	**$1,420**	**$368**	**-1.49%**	**-1.65%**	**40.03%**
CROATIA	PACKAGED	$84	$225	$315	$196	$145	$24	-49.98%	-26.01%	8.23%
	CROATIA - Total	**$84**	**$225**	**$315**	**$196**	**$145**	**$24**	**-49.98%**	**-26.01%**	**8.23%**
CZECH REPUBLIC	DRAFT	$0	$75	$150	$169	$183	$52	10.54%	8.41%	69.76%
	PACKAGED	$3,192	$3,387	$3,662	$3,710	$3,789	$992	-1.03%	2.13%	5.04%
	CZECH REPUBLIC - Total	**$3,192**	**$3,462**	**$3,812**	**$3,879**	**$3,972**	**$1,044**	**-0.51%**	**2.40%**	**8.02%**
DENMARK	DRAFT	$21	$154	$257	$289	$614	$155	48.74%	112.29%	99.39%
	PACKAGED	$4,651	$5,475	$5,780	$5,735	$6,551	$2,012	36.38%	14.23%	1.49%
	DENMARK - Total	**$4,673**	**$5,629**	**$6,036**	**$6,025**	**$7,166**	**$2,167**	**37.19%**	**18.94%**	**9.89%**
ESTONIA	PACKAGED	$0	$0	$2	$0	$0	$0	n/a	n/a	0.00%

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SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ESTONIA	**ESTONIA - Total**	**$0**	**$0**	**$2**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
FRANCE	DRAFT	$227	$227	$396	$747	$636	$172	-5.45%	-14.86%	99.90%
	PACKAGED	$962	$1,090	$1,113	$2,188	$3,319	$851	21.99%	51.73%	32.40%
	FRANCE - Total	**$1,189**	**$1,318**	**$1,508**	**$2,935**	**$3,956**	**$1,024**	**16.31%**	**34.78%**	**43.26%**
GERMANY	DRAFT	$761	$731	$988	$605	$624	$189	14.35%	3.17%	97.33%
	PACKAGED	$14,233	$14,858	$14,387	$14,336	$13,075	$3,203	-15.88%	-8.79%	3.98%
	GERMANY - Total	**$14,994**	**$15,590**	**$15,376**	**$14,941**	**$13,699**	**$3,393**	**-14.62%**	**-8.31%**	**8.23%**
GREECE	PACKAGED	$58	$56	$51	$69	$76	$20	-1.95%	10.72%	80.18%
	GREECE - Total	**$58**	**$56**	**$51**	**$69**	**$76**	**$20**	**-1.95%**	**10.72%**	**80.18%**
GREENLAND	PACKAGED	$0	$0	$0	$0	$2	$1	n/a	n/a	0.00%
	GREENLAND - Total	**$0**	**$0**	**$0**	**$0**	**$2**	**$1**	**n/a**	**n/a**	**0.00%**
INDIA	PACKAGED	$392	$332	$318	$153	$31	$6	11.85%	-79.85%	87.73%
	INDIA - Total	**$392**	**$332**	**$318**	**$153**	**$31**	**$6**	**11.85%**	**-79.85%**	**87.73%**
IRELAND	DRAFT	$5,854	$5,833	$5,672	$5,700	$5,786	$1,537	-0.41%	1.50%	99.79%
	PACKAGED	$6,952	$6,921	$6,708	$6,863	$7,816	$2,176	14.29%	13.89%	12.02%
	IRELAND - Total	**$12,806**	**$12,754**	**$12,380**	**$12,563**	**$13,602**	**$3,713**	**7.71%**	**8.27%**	**49.36%**
ITALY	DRAFT	$0	$0	$0	$53	$293	$96	89.55%	448.86%	99.79%
	PACKAGED	$591	$926	$1,144	$1,551	$1,749	$442	3.83%	12.74%	28.06%
	ITALY - Total	**$591**	**$926**	**$1,144**	**$1,605**	**$2,042**	**$538**	**12.98%**	**27.26%**	**38.36%**
JAMAICA	PACKAGED	$1,032	$1,153	$1,185	$1,233	$1,242	$299	2.76%	0.71%	20.46%
	JAMAICA - Total	**$1,032**	**$1,153**	**$1,185**	**$1,233**	**$1,242**	**$299**	**2.76%**	**0.71%**	**20.46%**
JAPAN	DRAFT	$0	$0	$102	$311	$407	$115	20.59%	30.91%	97.85%
	PACKAGED	$2,400	$2,657	$2,766	$2,599	$2,473	$617	-4.82%	-4.86%	63.69%
	JAPAN - Total	**$2,400**	**$2,657**	**$2,868**	**$2,910**	**$2,880**	**$732**	**-1.57%**	**-1.04%**	**68.52%**
KENYA	PACKAGED	$61	$49	$69	$53	$69	$20	16.34%	30.09%	34.91%
	KENYA - Total	**$61**	**$49**	**$69**	**$53**	**$69**	**$20**	**16.34%**	**30.09%**	**34.91%**

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
KOREA - SOUTH	PACKAGED	$57	$48	$58	$105	$128	$39	23.02%	21.92%	47.33%
	KOREA - SOUTH - Total	**$57**	**$48**	**$58**	**$105**	**$128**	**$39**	**23.02%**	**21.92%**	**47.33%**
LAOS	PACKAGED	$0	$0	$0	$3	$3	$1	-69.15%	-4.38%	54.31%
	LAOS - Total	**$0**	**$0**	**$0**	**$3**	**$3**	**$1**	**-69.15%**	**-4.38%**	**54.31%**
LATVIA	PACKAGED	$0	$1	$0	$0	$0	$0	n/a	n/a	0.00%
	LATVIA - Total	**$0**	**$1**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
LEBANON	PACKAGED	$0	$0	$0	$1	$6	$2	88.23%	504.16%	97.52%
	LEBANON - Total	**$0**	**$0**	**$0**	**$1**	**$6**	**$2**	**88.23%**	**504.16%**	**97.52%**
LITHUANIA	PACKAGED	$0	$0	$0	$0	$0	$0	n/a	-100.00%	0.00%
	LITHUANIA - Total	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
MEXICO	PACKAGED	$55,858	$57,112	$50,337	$45,682	$44,350	$9,054	-2.66%	-2.91%	21.69%
	MEXICO - Total	**$55,858**	**$57,112**	**$50,337**	**$45,682**	**$44,350**	**$9,054**	**-2.66%**	**-2.91%**	**21.69%**
MONTENEGRO	PACKAGED	$10	$8	$7	$8	$1	$1	n/a	-87.96%	0.00%
	MONTENEGRO - Total	**$10**	**$8**	**$7**	**$8**	**$1**	**$1**	**n/a**	**-87.96%**	**0.00%**
NETHERLANDS	DRAFT	$1,996	$2,061	$2,643	$2,353	$2,252	$613	2.60%	-4.29%	99.33%
	PACKAGED	$33,862	$32,001	$29,803	$28,563	$27,406	$7,112	-4.76%	-4.05%	16.42%
	NETHERLANDS - Total	**$35,858**	**$34,062**	**$32,445**	**$30,916**	**$29,658**	**$7,725**	**-4.21%**	**-4.07%**	**22.72%**
NEW ZEALAND	PACKAGED	$378	$406	$372	$417	$451	$112	-9.52%	8.31%	3.76%
	NEW ZEALAND - Total	**$378**	**$406**	**$372**	**$417**	**$451**	**$112**	**-9.52%**	**8.31%**	**3.76%**
NORWAY	PACKAGED	$0	$0	$8	$16	$10	$3	10,806.58%	-41.62%	0.00%
	NORWAY - Total	**$0**	**$0**	**$8**	**$16**	**$10**	**$3**	**10,806.58%**	**-41.62%**	**0.00%**
PHILIPPINES	PACKAGED	$112	$164	$296	$357	$363	$93	-1.04%	1.88%	6.14%
	PHILIPPINES - Total	**$112**	**$164**	**$296**	**$357**	**$363**	**$93**	**-1.04%**	**1.88%**	**6.14%**
POLAND	PACKAGED	$508	$446	$549	$547	$522	$131	-5.86%	-4.50%	5.14%

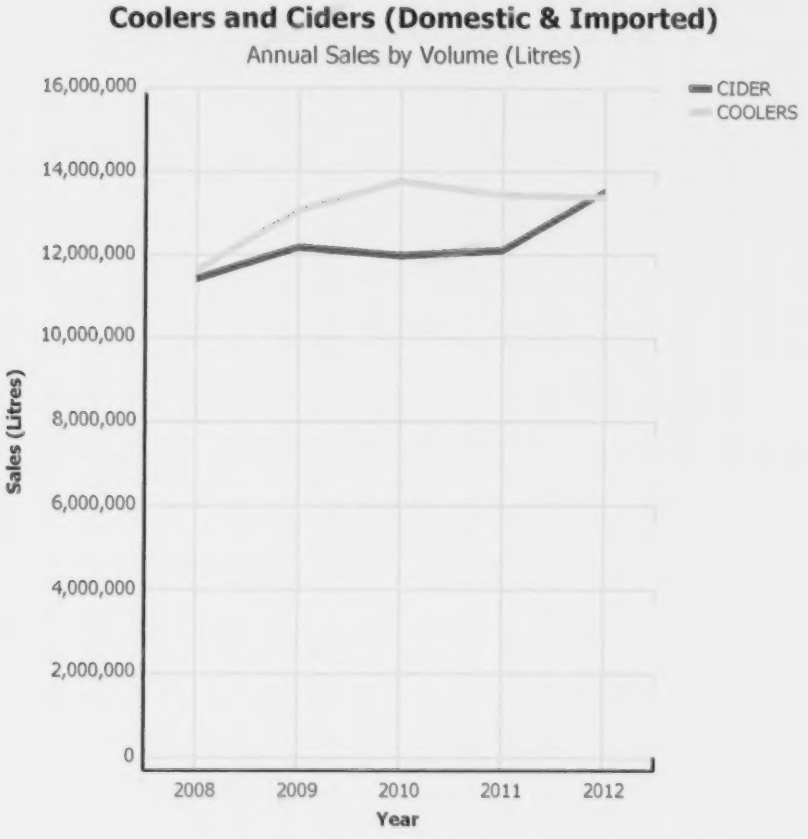
IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

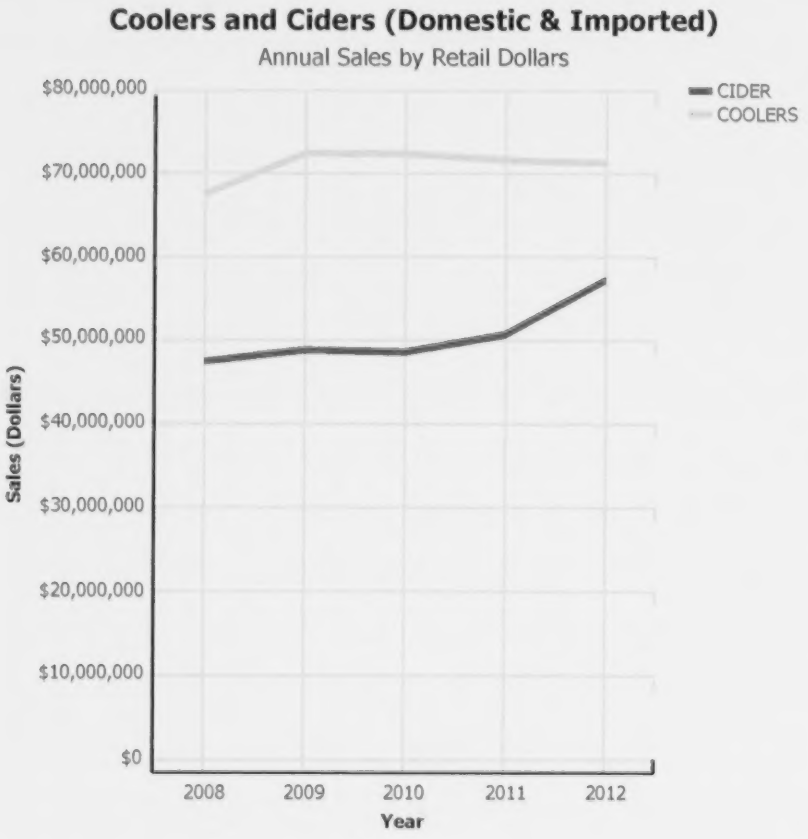
		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
POLAND	**POLAND - Total**	**$508**	**$446**	**$549**	**$547**	**$522**	**$131**	**-5.86%**	**-4.50%**	**5.14%**
PORTUGAL	PACKAGED	$0	$0	$0	$48	$93	$23	-1.58%	93.99%	15.90%
	PORTUGAL - Total	**$0**	**$0**	**$0**	**$48**	**$93**	**$23**	**-1.58%**	**93.99%**	**15.90%**
RUSSIA (USSR)	PACKAGED	$198	$178	$153	$143	$266	$73	28.55%	85.90%	2.63%
	RUSSIA (USSR) - Total	**$198**	**$178**	**$153**	**$143**	**$266**	**$73**	**28.55%**	**85.90%**	**2.63%**
SERBIA	PACKAGED	$0	$0	$0	$7	$10	$2	-26.36%	33.45%	0.00%
	SERBIA - Total	**$0**	**$0**	**$0**	**$7**	**$10**	**$2**	**-26.36%**	**33.45%**	**0.00%**
SINGAPORE	PACKAGED	$346	$291	$272	$309	$316	$79	9.51%	1.98%	33.19%
	SINGAPORE - Total	**$346**	**$291**	**$272**	**$309**	**$316**	**$79**	**9.51%**	**1.98%**	**33.19%**
SLOVAK REPUBLIC	PACKAGED	$0	$17	$20	$12	$10	$3	28.86%	-12.40%	2.23%
	SLOVAK REPUBLIC - Total	**$0**	**$17**	**$20**	**$12**	**$10**	**$3**	**28.86%**	**-12.40%**	**2.23%**
SLOVENIA	PACKAGED	$125	$61	$6	$3	$0	$0	100.00%	-100.00%	0.00%
	SLOVENIA - Total	**$125**	**$61**	**$6**	**$3**	**$0**	**$0**	**100.00%**	**-100.00%**	**0.00%**
SOUTH AFRICA	PACKAGED	$105	$119	$119	$140	$105	$17	-50.12%	-24.88%	4.95%
	SOUTH AFRICA - Total	**$105**	**$119**	**$119**	**$140**	**$105**	**$17**	**-50.12%**	**-24.88%**	**4.95%**
SPAIN	PACKAGED	$474	$598	$841	$1,052	$1,375	$403	39.33%	30.75%	9.27%
	SPAIN - Total	**$474**	**$598**	**$841**	**$1,052**	**$1,375**	**$403**	**39.33%**	**30.75%**	**9.27%**
SWITZERLAND	PACKAGED	$0	$0	$0	$0	$7	$0	n/a	n/a	0.00%
	SWITZERLAND - Total	**$0**	**$0**	**$0**	**$0**	**$7**	**$0**	**n/a**	**n/a**	**0.00%**
THAILAND	PACKAGED	$450	$409	$430	$464	$458	$117	-3.34%	-1.27%	56.57%
	THAILAND - Total	**$450**	**$409**	**$430**	**$464**	**$458**	**$117**	**-3.34%**	**-1.27%**	**56.57%**

IMPORT BEER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TRINIDAD AND TOBAGO	PACKAGED	$103	$93	$113	$128	$110	$22	-16.60%	-14.13%	12.89%
	TRINIDAD AND TOBAGO - Total	**$103**	**$93**	**$113**	**$128**	**$110**	**$22**	**-16.60%**	**-14.13%**	**12.89%**
TURKEY	PACKAGED	$216	$164	$160	$227	$273	$66	-17.16%	20.09%	5.22%
	TURKEY - Total	**$216**	**$164**	**$160**	**$227**	**$273**	**$66**	**-17.16%**	**20.09%**	**5.22%**
UKRAINE	PACKAGED	$33	$28	$25	$0	$11	$5	n/a	4,562.12%	14.92%
	UKRAINE - Total	**$33**	**$28**	**$25**	**$0**	**$11**	**$5**	**n/a**	**4,562.12%**	**14.92%**
UNITED KINGDOM	DRAFT	$340	$230	$265	$314	$419	$145	88.31%	33.58%	99.20%
	PACKAGED	$4,323	$4,558	$4,445	$4,396	$5,080	$1,766	23.75%	15.55%	7.91%
	UNITED KINGDOM - Total	**$4,664**	**$4,788**	**$4,710**	**$4,710**	**$5,499**	**$1,911**	**27.05%**	**16.75%**	**14.86%**
UNITED STATES OF AMERICA	DRAFT	$53	$100	$234	$726	$1,801	$608	97.16%	148.04%	97.75%
	PACKAGED	$42,979	$51,906	$75,962	$63,168	$55,166	$13,044	-8.48%	-12.67%	10.19%
	UNITED STATES OF AMERICA - Total	**$43,031**	**$52,006**	**$76,196**	**$63,894**	**$56,967**	**$13,652**	**-6.24%**	**-10.84%**	**12.95%**
VIETNAM	PACKAGED	$7	$3	$2	$7	$12	$4	47.22%	65.85%	91.58%
	VIETNAM - Total	**$7**	**$3**	**$2**	**$7**	**$12**	**$4**	**47.22%**	**65.85%**	**91.58%**
IMPORT DRAFT - TOTAL		$14,674	$14,493	$15,485	$15,332	$16,876	$4,668	10.52%	10.07%	98.70%
IMPORT PACKAGED - TOTAL		$205,158	$212,796	$224,573	$206,271	$199,027	$48,890	-1.64%	-3.51%	15.25%
IMPORT BEER - TOTAL		**$219,832**	**$227,290**	**$240,058**	**$221,604**	**$215,903**	**$53,557**	**-0.68%**	**-2.57%**	**21.77%**

Cooler and Cider Sales





CIDER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
DOMESTIC	DRAFT	42,644	67,032	91,502	105,278	146,772	34,122	42.89%	39.41%	91.87%
	PACKAGED	9,744,959	10,253,462	9,979,440	9,902,100	11,105,274	2,623,349	13.28%	12.15%	5.18%
	PACKAGED - OTHER	42,763	9,048	30,507	32,518	41,700	10,954	14.60%	28.24%	5.18%
	DOMESTIC - TOTAL	**9,830,366**	**10,329,543**	**10,101,449**	**10,039,895**	**11,293,746**	**2,668,425**	**13.59%**	**12.49%**	**6.31%**
IMPORT	DRAFT	422,550	400,650	380,150	373,250	381,675	102,625	11.01%	2.26%	99.30%
	PACKAGED	1,239,868	1,520,279	1,565,175	1,761,108	1,910,887	432,720	14.08%	8.50%	15.87%
	PACKAGED - OTHER	0	0	0	0	0	0	n/a	n/a	0.00%
	IMPORT - TOTAL	**1,662,418**	**1,920,929**	**1,945,325**	**2,134,358**	**2,292,562**	**535,345**	**13.48%**	**7.41%**	**29.76%**
CIDER - TOTAL		**11,492,784**	**12,250,472**	**12,046,774**	**12,174,254**	**13,586,308**	**3,203,769**	**13.57%**	**11.60%**	**10.27%**

CIDER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
DOMESTIC	DRAFT	$162	$258	$354	$410	$588	$139	48.89%	43.20%	91.38%
	PACKAGED	$38,589	$38,580	$38,015	$38,798	$44,039	$10,393	12.05%	13.51%	5.39%
	PACKAGED - OTHER	$819	$317	$590	$552	$681	$178	8.09%	23.39%	5.42%
	DOMESTIC - TOTAL	**$39,570**	**$39,155**	**$38,960**	**$39,761**	**$45,308**	**$10,709**	**12.34%**	**13.95%**	**6.50%**
IMPORT	DRAFT	$1,886	$1,906	$1,765	$1,701	$1,742	$471	11.75%	2.42%	99.34%
	PACKAGED	$6,373	$8,120	$8,220	$9,569	$10,523	$2,431	13.57%	9.98%	16.91%
	PACKAGED - OTHER	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
	IMPORT - TOTAL	**$8,259**	**$10,026**	**$9,985**	**$11,270**	**$12,266**	**$2,902**	**13.28%**	**8.84%**	**28.62%**
CIDER - TOTAL		**$47,829**	**$49,182**	**$48,945**	**$51,030**	**$57,574**	**$13,611**	**12.54%**	**12.82%**	**11.22%**

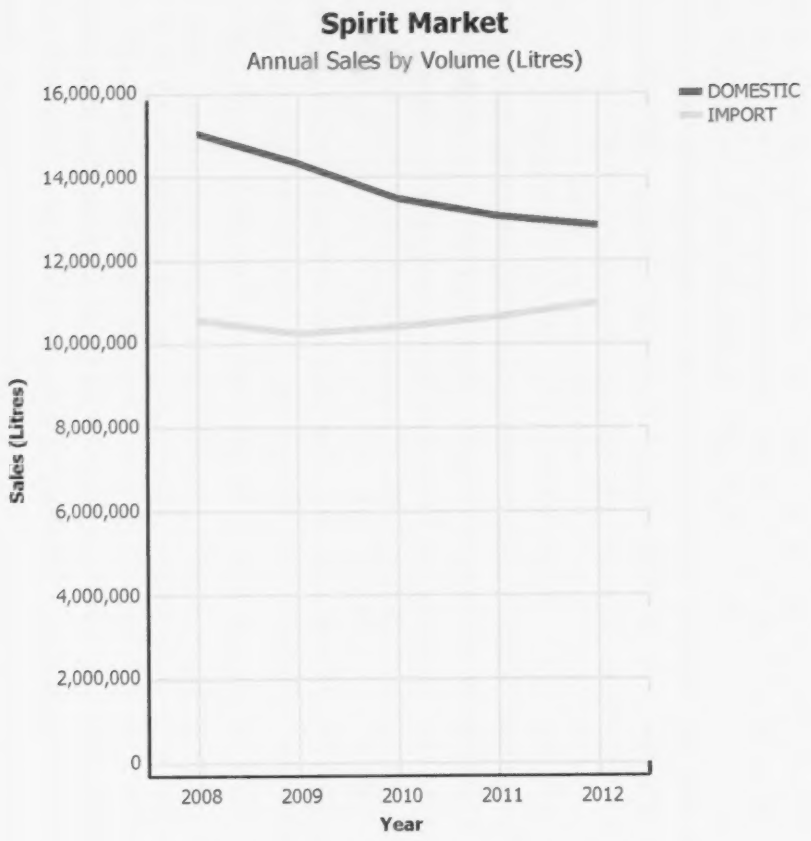
COOLER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

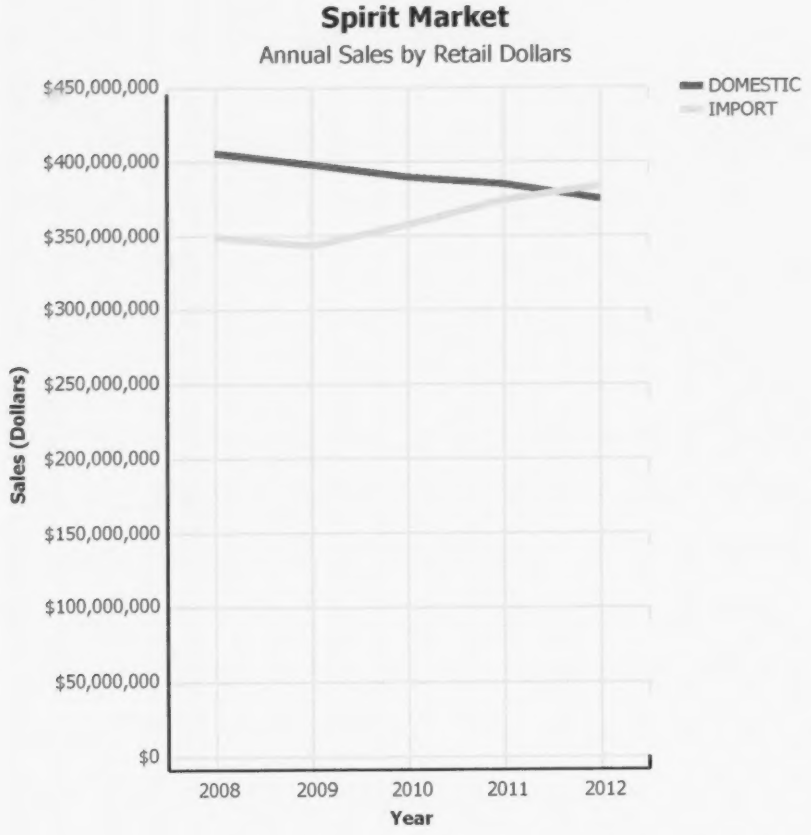
		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
DOMESTIC	BEER	1,518	427	-2	-3	-2	0	n/a	31.80%	0.00%
	OTHER	0	0	0	0	0	0	n/a	n/a	0.00%
	SPIRIT	8,734,818	10,267,954	11,444,150	11,425,412	11,288,429	2,205,439	-4.49%	-1.20%	6.56%
	WINE	893,482	1,042,168	877,562	696,642	620,224	137,214	-16.39%	-10.97%	1.85%
	DOMESTIC - TOTAL	**9,629,818**	**11,310,549**	**12,321,711**	**12,122,052**	**11,908,651**	**2,342,653**	**-5.28%**	**-1.76%**	**6.31%**
IMPORT	BEER	1,082	739	1,163	3,794	152,164	73,790	11,640.59%	3,911.16%	1.59%
	OTHER	0	0	0	-153	4,291	3,568	2,435.38%	2,908.51%	2.76%
	SPIRIT	1,807,111	1,562,688	1,339,976	1,247,813	1,250,719	288,126	28.54%	0.23%	3.76%
	WINE	419,125	427,244	337,961	289,168	287,534	72,242	-1.32%	-0.57%	6.04%
	IMPORT - TOTAL	**2,227,318**	**1,990,672**	**1,679,100**	**1,540,622**	**1,694,708**	**437,727**	**46.97%**	**10.00%**	**3.95%**
COOLERS - TOTAL		**11,857,136**	**13,301,220**	**14,000,811**	**13,662,673**	**13,603,359**	**2,780,379**	**0.34%**	**-0.43%**	**6.02%**

COOLER MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
DOMESTIC	BEER	$13	$4	$0	$0	$0	$0	n/a	80.22%	0.00%
	OTHER	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
	SPIRIT	$49,817	$54,968	$57,510	$58,805	$58,162	$11,317	-6.48%	-1.09%	7.20%
	WINE	$3,593	$4,688	$4,004	$3,030	$2,547	$541	-21.03%	-15.93%	2.19%
	DOMESTIC - TOTAL	**$53,423**	**$59,660**	**$61,513**	**$61,835**	**$60,709**	**$11,858**	**-7.26%**	**-1.82%**	**6.99%**
IMPORT	BEER	$5	$3	$7	$21	$836	$406	11,974.52%	3,873.25%	1.60%
	OTHER	$0	$0	$0	($1)	$30	$25	2,509.69%	2,998.92%	2.78%
	SPIRIT	$12,448	$11,029	$9,607	$8,833	$8,749	$2,071	24.97%	-0.94%	3.53%
	WINE	$2,870	$2,916	$2,443	$2,110	$2,116	$567	1.96%	0.28%	5.43%
	IMPORT - TOTAL	**$15,322**	**$13,948**	**$12,057**	**$10,962**	**$11,732**	**$3,069**	**38.51%**	**7.02%**	**3.74%**
COOLERS - TOTAL		**$68,745**	**$73,608**	**$73,570**	**$72,797**	**$72,441**	**$14,927**	**-0.50%**	**-0.49%**	**6.47%**

Spirit Sales

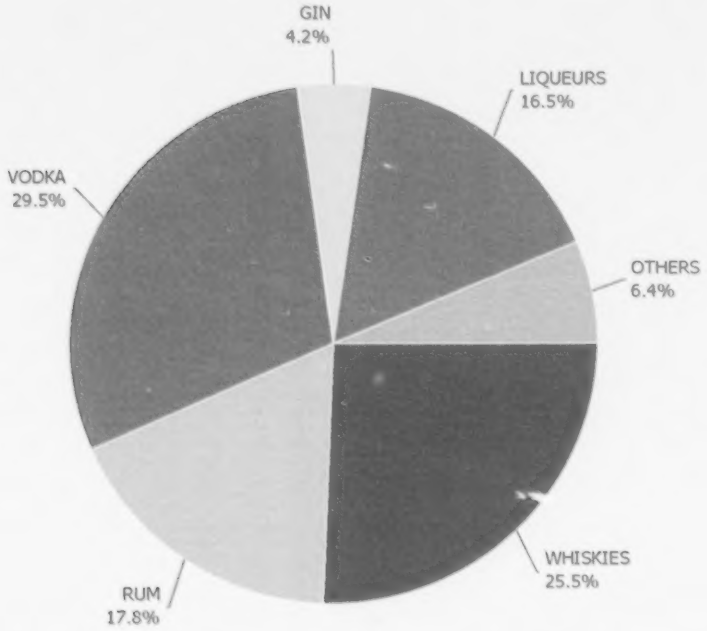




Spirit Market

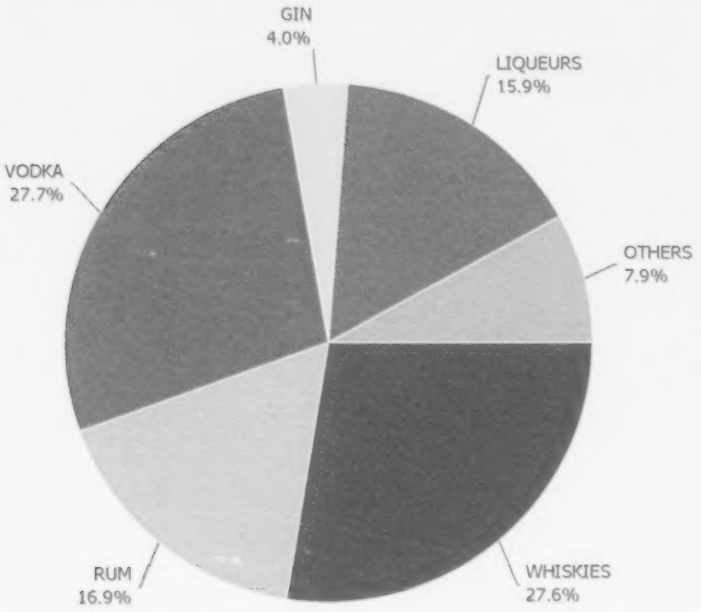
Spirit Market Share

Current Quarter by Volume (Litres)



Spirit Market Share

Current Quarter by Retail Dollars



SPIRITS MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ARMAGNAC			**1,317**	**1,467**	**1,268**	**1,893**	**2,077**	**762**	**-6.44%**	**9.76%**	**7.70%**
ASIAN SPIRITS			**137,488**	**133,528**	**133,941**	**142,571**	**151,204**	**45,249**	**13.32%**	**6.06%**	**39.79%**
BRANDY		DOMESTIC	93,798	84,761	75,766	68,912	66,727	22,044	-2.98%	-3.17%	6.76%
		IMPORT	435,657	410,969	392,502	382,165	373,782	126,049	-4.51%	-2.19%	3.94%
BRANDY			**529,455**	**495,730**	**468,269**	**451,077**	**440,509**	**148,093**	**-4.29%**	**-2.34%**	**4.37%**
CACHACA			**4,649**	**4,626**	**4,603**	**4,147**	**4,233**	**862**	**-3.89%**	**2.08%**	**43.84%**
COGNAC			**43,979**	**40,151**	**40,557**	**45,433**	**47,766**	**17,782**	**3.44%**	**5.13%**	**13.02%**
EAUX DE VIE		DOMESTIC	1,021	790	720	664	1,207	391	76.48%	81.76%	6.15%
		IMPORT	13,214	16,971	16,084	15,059	15,352	5,95	6.98%	1.95%	8.55%
EAUX DE VIE			**14,235**	**17,761**	**16,804**	**15,723**	**16,560**	**6,341**	**9.65%**	**5.32%**	**8.37%**
GIN		DOMESTIC	371,451	379,263	328,804	304,762	298,004	75,757	-2.80%	-2.22%	17.71%
		IMPORT	882,343	834,056	827,865	842,322	905,385	234,059	2.34%	7.49%	15.59%
GIN			**1,253,794**	**1,213,318**	**1,156,669**	**1,147,085**	**1,203,388**	**309,816**	**1.04%**	**4.91%**	**16.12%**
RUM	AMBER	DOMESTIC	1,160,034	1,140,273	1,165,784	1,146,745	1,111,840	371,155	-9.16%	-3.04%	7.89%
		IMPORT	599,234	651,695	699,720	733,867	808,235	292,296	7.54%	10.13%	6.88%
		AMBER	**1,759,268**	**1,791,968**	**1,865,504**	**1,880,612**	**1,920,076**	**663,451**	**-2.49%**	**2.10%**	**7.47%**
	DARK	DOMESTIC	504,915	480,530	429,784	396,427	373,879	129,760	-6.10%	-5.69%	9.50%
		IMPORT	210,036	189,073	190,325	199,328	234,743	90,123	20.65%	17.77%	4.16%
		DARK	**714,951**	**669,603**	**620,109**	**595,755**	**608,622**	**219,882**	**3.29%**	**2.16%**	**7.44%**
	WHITE	DOMESTIC	1,899,773	1,817,925	1,656,737	1,546,901	1,475,246	403,259	-12.31%	-4.63%	11.89%
		IMPORT	123,036	114,336	105,683	107,411	93,032	21,328	-23.20%	-13.39%	18.89%
		WHITE	**2,022,808**	**1,932,260**	**1,762,419**	**1,654,312**	**1,568,278**	**424,586**	**-12.93%**	**-5.20%**	**12.31%**
RUM		DOMESTIC	3,564,722	3,438,728	3,252,304	3,090,073	2,960,965	904,174	-10.18%	-4.18%	10.09%
		IMPORT	932,306	955,103	995,729	1,040,606	1,136,011	403,746	7.88%	9.17%	7.30%
RUM			**4,497,028**	**4,393,832**	**4,248,033**	**4,130,679**	**4,096,976**	**1,307,920**	**-5.28%**	**-0.82%**	**9.32%**
TEQUILA		DOMESTIC	0	0	0	0	130	0	n/a	n/a	0.00%
		IMPORT	497,762	508,074	515,921	541,536	592,644	146,629	1.83%	9.44%	34.28%
TEQUILA			**497,762**	**508,074**	**515,921**	**541,536**	**592,773**	**146,629**	**1.83%**	**9.46%**	**34.27%**

SPIRITS MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
VODKA	DOMESTIC	5,396,227	5,255,717	4,896,678	4,722,604	4,661,127	1,273,253	-4.67%	-1.30%	13.30%
	IMPORT	2,614,401	2,790,619	3,040,742	3,167,115	3,242,074	888,685	-3.42%	2.37%	12.56%
VODKA		**8,010,628**	**8,046,336**	**7,937,420**	**7,889,719**	**7,903,201**	**2,161,938**	**-4.16%**	**0.17%**	**12.99%**
WHISKY	AMERICAN WHISKY	326,428	319,783	346,273	389,367	426,872	133,720	8.06%	9.63%	26.04%
	CANADIAN WHISKY	4,672,024	4,319,128	4,098,261	4,045,319	4,018,644	1,249,185	-1.59%	-0.66%	6.61%
	IRISH WHISKY	100,268	106,724	121,141	138,124	161,841	52,623	13.49%	17.17%	22.54%
	JAPANESE WHISKY	57	560	501	758	1,656	710	86.24%	118.43%	8.40%
	SCOTCH - BLEND	1,140,236	1,050,063	1,036,889	1,031,482	992,834	299,050	-5.22%	-3.75%	2.84%
	SCOTCH - MALT	331,940	319,675	323,566	338,773	358,002	133,143	5.11%	5.68%	7.71%
	OTHER WHISKY	485	1,121	2,037	7,609	6,451	2,780	95.07%	-15.22%	1.06%
WHISKY		**1,140,236**	**1,050,063**	**1,036,889**	**1,031,482**	**992,834**	**299,050**	**-5.22%**	**-3.75%**	**2.84%**
OTHER SPIRITS	RESTRICTED	1,258	1,424	1,444	1,328	1,398	293	-16.17%	5.23%	0.07%
	APERITIF	11,953	13,272	12,642	14,777	16,783	4,468	8.84%	13.57%	23.58%
	FLAVOURED	1,037	2,581	3,072	2,343	1,816	459	-21.31%	-22.51%	6.88%
	READY TO MIX COCKTAILS	174,488	163,945	156,761	149,743	143,384	33,255	-4.01%	-4.25%	53.70%
	READY TO SERVE COCKTAILS	250,010	230,971	168,668	177,735	213,534	38,745	-3.65%	20.14%	0.46%
	SCHNAPPS	7,200	6,524	6,474	5,725	5,204	2,013	-6.40%	-9.09%	5.99%
OTHER SPIRITS		**445,946**	**418,717**	**349,061**	**351,652**	**382,119**	**79,234**	**-3.43%**	**8.66%**	**21.56%**
SPIRIT - GIFT PACKS	DOMESTIC	13,729	12,610	10,035	25,852	23,284	12,357	4.12%	-9.94%	0.14%
	IMPORT	27,138	22,723	18,648	17,432	24,661	13,906	51.19%	41.47%	0.50%
SPIRIT - GIFT PACKS		**40,867**	**35,333**	**28,683**	**43,285**	**47,945**	**26,263**	**24.67%**	**10.77%**	**0.33%**

SPIRITS MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ARMAGNAC			**$160**	**$189**	**$142**	**$198**	**$272**	**$85**	**-5.46%**	**37.44%**	**5.72%**
ASIAN SPIRITS			**$3,514**	**$3,506**	**$4,471**	**$6,889**	**$9,385**	**$2,647**	**52.34%**	**36.23%**	**19.45%**
BRANDY		DOMESTIC	$2,401	$2,249	$2,117	$1,972	$1,894	$626	-3.67%	-3.93%	6.74%
		IMPORT	$11,581	$11,274	$11,278	$11,228	$10,806	$3,677	-5.60%	-3.76%	4.35%
BRANDY			**$13,982**	**$13,523**	**$13,395**	**$13,200**	**$12,700**	**$4,303**	**-5.33%**	**-3.78%**	**4.71%**
CACHACA			**$176**	**$173**	**$186**	**$174**	**$165**	**$35**	**-7.22%**	**-4.98%**	**45.33%**
COGNAC			**$4,328**	**$4,065**	**$4,248**	**$5,444**	**$6,090**	**$2,069**	**-0.54%**	**11.86%**	**11.90%**
EAUX DE VIE		DOMESTIC	$99	$84	$77	$70	$114	$38	67.47%	62.08%	6.93%
		IMPORT	$607	$842	$787	$722	$706	$278	5.26%	-2.14%	11.41%
EAUX DE VIE			**$706**	**$926**	**$863**	**$792**	**$821**	**$316**	**10.14%**	**3.58%**	**10.78%**
GIN		DOMESTIC	$9,887	$10,404	$9,393	$8,997	$8,762	$2,246	-2.82%	-2.62%	17.55%
		IMPORT	$25,952	$24,996	$25,249	$26,094	$27,457	$7,239	1.78%	5.22%	16.08%
GIN			**$35,839**	**$35,400**	**$34,642**	**$35,091**	**$36,219**	**$9,485**	**0.65%**	**3.21%**	**16.43%**
RUM	AMBER	DOMESTIC	$32,938	$33,132	$35,286	$35,720	$34,501	$11,621	-9.28%	-3.41%	8.07%
		IMPORT	$17,506	$20,053	$22,697	$24,334	$26,245	$9,406	4.99%	7.85%	7.39%
		AMBER	**$50,444**	**$53,185**	**$57,983**	**$60,054**	**$60,746**	**$21,027**	**-3.41%**	**1.15%**	**7.77%**
	DARK	DOMESTIC	$13,014	$12,860	$12,313	$11,618	$10,769	$3,754	-7.12%	-7.31%	9.59%
		IMPORT	$5,915	$5,537	$5,919	$6,624	$8,031	$3,147	23.74%	21.24%	4.35%
		DARK	**$18,929**	**$18,396**	**$18,232**	**$18,242**	**$18,799**	**$6,901**	**4.80%**	**3.06%**	**7.35%**
	WHITE	DOMESTIC	$49,258	$48,847	$46,599	$44,513	$41,826	$11,628	-12.47%	-6.04%	11.90%
		IMPORT	$3,425	$3,261	$3,085	$3,229	$2,769	$636	-24.92%	-14.25%	19.58%
		WHITE	**$52,683**	**$52,108**	**$49,684**	**$47,743**	**$44,595**	**$12,264**	**-13.22%**	**-6.59%**	**12.38%**
RUM		DOMESTIC	$95,210	$94,839	$94,198	$91,852	$87,096	$27,003	-10.39%	-5.18%	10.10%
		IMPORT	$26,846	$28,851	$31,701	$34,187	$37,044	$13,188	6.80%	8.36%	7.64%
RUM			**$122,056**	**$123,690**	**$125,899**	**$126,039**	**$124,141**	**$40,191**	**-5.40%**	**-1.51%**	**9.36%**
TEQUILA		DOMESTIC	$0	$0	$0	$0	$5	$0	n/a	n/a	0.00%
		IMPORT	$22,165	$22,349	$21,976	$22,242	$23,939	$6,075	1.97%	7.63%	33.13%
TEQUILA			**$22,165**	**$22,349**	**$21,976**	**$22,242**	**$23,944**	**$6,075**	**1.97%**	**7.65%**	**33.12%**

SPIRITS MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
VODKA	DOMESTIC	$140,674	$141,957	$138,235	$136,231	$134,831	$36,935	-4.17%	-1.03%	13.16%
	IMPORT	$79,500	$87,156	$97,396	$103,071	$103,868	$29,006	-3.90%	0.77%	14.06%
VODKA		**$220,174**	**$229,112**	**$235,631**	**$239,302**	**$238,698**	**$65,942**	**-4.05%**	**-0.25%**	**13.55%**
WHISKY	AMERICAN WHISKY	$11,132	$11,318	$12,537	$14,443	$15,813	$5,093	9.76%	9.48%	26.83%
	CANADIAN WHISKY	$132,473	$125,067	$122,563	$122,820	$119,228	$37,365	-3.10%	-2.92%	6.67%
	IRISH WHISKY	$3,794	$4,132	$4,801	$5,556	$6,268	$2,090	11.22%	12.81%	22.68%
	JAPANESE WHISKY	$8	$58	$65	$97	$197	$85	77.08%	103.76%	8.42%
	SCOTCH - BLEND	$38,050	$35,230	$35,325	$35,422	$33,437	$10,295	-5.97%	-5.60%	3.68%
	SCOTCH - MALT	$22,521	$22,388	$23,543	$25,359	$26,789	$10,482	8.92%	5.64%	8.98%
	OTHER WHISKY	$57	$114	$208	$397	$339	$144	32.29%	-14.80%	2.21%
WHISKY		**$38,050**	**$35,230**	**$35,325**	**$35,422**	**$33,437**	**$10,295**	**-5.97%**	**-5.60%**	**3.68%**
OTHER SPIRITS	RESTRICTED	$56	$66	$66	$61	$64	$13	-16.17%	5.24%	0.07%
	APERITIF	$374	$412	$399	$465	$516	$142	10.21%	10.87%	24.29%
	FLAVOURED	$39	$98	$107	$91	$70	$18	-24.08%	-22.56%	10.10%
	READY TO MIX COCKTAILS	$4,026	$3,807	$3,709	$3,594	$3,391	$787	-5.19%	-5.63%	53.41%
	READY TO SERVE COCKTAILS	$5,332	$5,048	$3,883	$3,983	$4,628	$940	-2.35%	16.21%	0.44%
	SCHNAPPS	$265	$245	$248	$223	$206	$81	-3.78%	-7.71%	6.03%
OTHER SPIRITS		**$10,093**	**$9,676**	**$8,414**	**$8,416**	**$8,875**	**$1,981**	**-3.13%**	**5.46%**	**22.27%**
SPIRIT - GIFT PACKS	DOMESTIC	$587	$506	$490	$908	$997	$668	33.79%	9.78%	0.17%
	IMPORT	$1,143	$997	$929	$893	$1,106	$667	22.30%	23.84%	0.54%
SPIRIT - GIFT PACKS		**$1,730**	**$1,503**	**$1,419**	**$1,801**	**$2,102**	**$1,335**	**27.79%**	**16.75%**	**0.37%**

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ALMOND	DOMESTIC	23,882	18,244	14,287	12,070	6,370	500	-86.83%	-47.23%	66.08%
	IMPORT	116,918	110,157	106,407	103,157	101,019	39,810	-6.19%	-2.07%	15.00%
	ALMOND - TOTAL	**140,800**	**128,402**	**120,694**	**115,227**	**107,389**	**40,311**	**-12.82%**	**-6.80%**	**18.03%**
ANISE / LICORICE	DOMESTIC	4,210	2,202	1,570	1,220	1,280	247	-10.84%	4.92%	35.68%
	IMPORT	164,220	147,494	141,697	134,651	127,625	39,933	-8.85%	-5.22%	19.39%
	ANISE / LICORICE - TOTAL	**168,431**	**149,696**	**143,268**	**135,871**	**128,905**	**40,180**	**-8.86%**	**-5.13%**	**19.55%**
APPLE	DOMESTIC	0	0	103	451	447	128	33.33%	-1.01%	98.47%
	IMPORT	63,578	51,741	44,147	38,521	33,052	9,388	-19.42%	-14.20%	44.05%
	APPLE - TOTAL	**63,578**	**51,741**	**44,250**	**38,973**	**33,499**	**9,516**	**-18.99%**	**-14.05%**	**44.77%**
APRICOT	DOMESTIC	9,373	8,591	8,604	8,012	8,119	2,808	-16.38%	1.33%	6.51%
	IMPORT	19,655	18,964	20,046	19,953	19,557	6,640	-4.39%	-1.99%	26.14%
	APRICOT - TOTAL	**29,028**	**27,555**	**28,650**	**27,965**	**27,675**	**9,448**	**-8.30%**	**-1.03%**	**20.38%**
BANANA	DOMESTIC	18,437	9,269	4,045	3,298	2,718	472	-41.59%	-17.58%	20.38%
	IMPORT	34,463	33,627	33,154	31,504	28,941	8,119	-11.09%	-8.13%	63.21%
	BANANA - TOTAL	**52,900**	**42,896**	**37,199**	**34,802**	**31,660**	**8,591**	**-13.57%**	**-9.03%**	**59.53%**
BERRY - OTHER	DOMESTIC	70	135	402	734	762	104	-72.40%	3.83%	0.00%
	IMPORT	1,700	1,317	841	627	520	125	-20.69%	-17.02%	41.84%
	BERRY - OTHER - TOTAL	**1,770**	**1,452**	**1,243**	**1,361**	**1,282**	**228**	**-57.13%**	**-5.77%**	**16.98%**
BLACK CURRANT / CASSIS	DOMESTIC	25	384	280	173	262	72	225.42%	51.84%	0.00%
	IMPORT	8,240	7,415	6,988	6,548	6,290	1,937	-9.08%	-3.94%	36.66%
	BLACK CURRANT / CASSIS - TOTAL	**8,265**	**7,799**	**7,268**	**6,721**	**6,552**	**2,009**	**-6.67%**	**-2.51%**	**35.19%**
BLACKBERRY	DOMESTIC	33	74	30	21	52	16	121.05%	152.73%	0.00%
	IMPORT	3,293	2,901	3,140	2,551	2,310	640	-36.58%	-9.43%	30.16%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
BLACKBERRY	**BLACKBERRY - TOTAL**	**3,326**	**2,974**	**3,170**	**2,571**	**2,362**	**656**	**-35.47%**	**-8.13%**	**29.49%**
BUTTERSCOTCH	DOMESTIC	388	343	474	564	790	186	-6.32%	40.00%	98.41%
	IMPORT	54,586	49,118	51,029	57,227	63,790	19,863	4.95%	11.47%	54.84%
	BUTTERSCOTCH - TOTAL	**54,973**	**49,461**	**51,503**	**57,791**	**64,580**	**20,048**	**4.83%**	**11.75%**	**55.37%**
CACAO / CHOCOLATE	DOMESTIC	6,838	6,110	6,162	5,572	5,578	2,203	5.69%	0.09%	23.10%
	IMPORT	828	-2	0	1	0	0	-100.00%	-100.00%	0.00%
	CACAO / CHOCOLATE - TOTAL	**7,666**	**6,108**	**6,162**	**5,573**	**5,578**	**2,203**	**5.65%**	**0.08%**	**23.10%**
CACAO / WHITE	DOMESTIC	35,464	27,593	24,034	23,057	22,134	7,843	-3.38%	-4.00%	52.26%
	IMPORT	178	29	9	8	1	0	-100.00%	-90.00%	0.00%
	CACAO / WHITE - TOTAL	**35,643**	**27,622**	**24,043**	**23,065**	**22,135**	**7,843**	**-3.39%**	**-4.03%**	**52.26%**
CHERRY	DOMESTIC	1,570	50	252	181	768	314	302.40%	323.81%	5.18%
	IMPORT	9,707	9,108	8,572	8,660	8,746	3,023	-5.88%	0.99%	27.02%
	CHERRY - TOTAL	**11,277**	**9,158**	**8,824**	**8,842**	**9,514**	**3,337**	**1.42%**	**7.60%**	**25.26%**
CHESTNUT	IMPORT	0	4	34	8	0	0	-100.00%	-100.00%	0.00%
	CHESTNUT - TOTAL	**0**	**4**	**34**	**8**	**0**	**0**	**-100.00%**	**-100.00%**	**0.00%**
CITRUS OTHER THAN ORANGE	IMPORT	497	21	0	486	721	163	-66.46%	48.35%	1.25%
	CITRUS OTHER THAN ORANGE - TOTAL	**497**	**21**	**0**	**486**	**721**	**163**	**-66.46%**	**48.35%**	**1.25%**
COCONUT	DOMESTIC	145,519	123,889	119,922	118,773	114,347	24,887	-13.15%	-3.73%	12.44%
	IMPORT	18,943	15,291	14,956	13,311	12,673	2,994	-8.41%	-4.79%	22.54%
	COCONUT - TOTAL	**164,462**	**139,181**	**134,877**	**132,084**	**127,020**	**27,880**	**-12.67%**	**-3.83%**	**13.44%**
COFFEE	DOMESTIC	12,497	7,946	2,390	1,946	546	177	-42.44%	-71.95%	31.32%
	IMPORT	370,297	323,129	302,326	288,424	281,682	115,207	-3.14%	-2.34%	12.72%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
COFFEE	**COFFEE - TOTAL**	**382,794**	**331,075**	**304,716**	**290,370**	**282,228**	**115,384**	**-3.24%**	**-2.80%**	**12.76%**
CRANBERRY	DOMESTIC	30	36	30	31	94	40	170.00%	206.10%	0.00%
	CRANBERRY - TOTAL	**30**	**36**	**30**	**31**	**94**	**40**	**170.00%**	**206.10%**	**0.00%**
CREAM	DOMESTIC	2,023	2,615	1,886	1,381	4,895	2,179	307.56%	254.53%	6.68%
	IMPORT	1,115,224	1,031,591	1,040,329	1,022,392	1,014,255	477,103	-3.66%	-0.80%	5.22%
	CREAM - TOTAL	**1,117,247**	**1,034,205**	**1,042,215**	**1,023,773**	**1,019,150**	**479,283**	**-3.32%**	**-0.45%**	**5.23%**
EGG	IMPORT	5,914	5,975	5,736	5,264	4,917	2,719	-8.23%	-6.58%	1.65%
	EGG - TOTAL	**5,914**	**5,975**	**5,736**	**5,264**	**4,917**	**2,719**	**-8.23%**	**-6.58%**	**1.65%**
FRUIT - OTHER	DOMESTIC	35,550	19,920	8,628	3,914	3,034	352	-16.47%	-22.50%	5.86%
	IMPORT	110,516	89,402	71,266	59,854	55,106	14,516	-17.08%	-7.93%	37.56%
	FRUIT - OTHER - TOTAL	**146,066**	**109,322**	**79,893**	**63,768**	**58,139**	**14,868**	**-17.06%**	**-8.83%**	**35.90%**
GRAPE	DOMESTIC	27	46	45	9	2,120	395	n/a	23,458.33%	2.72%
	IMPORT	10,383	6,238	3,048	2,005	1,612	356	-48.20%	-19.57%	20.70%
	GRAPE - TOTAL	**10,410**	**6,284**	**3,093**	**2,014**	**3,733**	**752**	**9.27%**	**85.36%**	**10.49%**
GRAPE FRUIT	IMPORT	1,385	926	724	668	519	123	-23.48%	-22.33%	43.19%
	GRAPE FRUIT - TOTAL	**1,385**	**926**	**724**	**668**	**519**	**123**	**-23.48%**	**-22.33%**	**43.19%**
HAZELNUT	IMPORT	25,128	20,799	20,803	19,164	18,730	7,543	-5.97%	-2.26%	36.19%
	HAZELNUT - TOTAL	**25,128**	**20,799**	**20,803**	**19,164**	**18,730**	**7,543**	**-5.97%**	**-2.26%**	**36.19%**
HERBAL	DOMESTIC	1,910	1,556	1,317	1,264	1,560	508	28.80%	23.41%	17.69%
	IMPORT	390,761	331,878	323,875	311,402	301,467	88,122	-4.91%	-3.19%	45.80%
	HERBAL - TOTAL	**392,671**	**333,435**	**325,192**	**312,666**	**303,027**	**88,630**	**-4.77%**	**-3.08%**	**45.65%**
HONEY	IMPORT	0	0	0	0	18	0	n/a	n/a	0.00%
	HONEY - TOTAL	**0**	**0**	**0**	**0**	**18**	**0**	**n/a**	**n/a**	**0.00%**
LEMON	IMPORT	19,014	18,723	21,834	23,502	22,616	6,536	-4.16%	-3.77%	17.79%
	LEMON - TOTAL	**19,014**	**18,723**	**21,834**	**23,502**	**22,616**	**6,536**	**-4.16%**	**-3.77%**	**17.79%**

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
LOGANBERRY	DOMESTIC	0	0	0	0	10	0	n/a	n/a	0.00%
	IMPORT	204	300	275	198	288	36	-50.00%	45.45%	0.00%
	LOGANBERRY - TOTAL	**204**	**300**	**275**	**198**	**298**	**36**	**-50.00%**	**50.38%**	**0.25%**
MACADAMIA	IMPORT	32	3,509	3,592	3,469	3,194	1,490	-7.15%	-7.94%	2.96%
	MACADAMIA - TOTAL	**32**	**3,509**	**3,592**	**3,469**	**3,194**	**1,490**	**-7.15%**	**-7.94%**	**2.96%**
MELON	DOMESTIC	11,513	14,216	4,987	1,797	1,648	257	-22.77%	-8.26%	19.89%
	IMPORT	12,179	11,046	14,726	14,664	13,529	3,472	-12.69%	-7.74%	55.92%
	MELON - TOTAL	**23,692**	**25,262**	**19,713**	**16,461**	**15,178**	**3,730**	**-13.47%**	**-7.80%**	**52.01%**
MINT	DOMESTIC	24,969	23,812	23,048	22,036	21,367	10,419	-12.10%	-3.04%	20.41%
	IMPORT	129	112	197	176	131	4	-93.88%	-25.50%	0.00%
	MINT - TOTAL	**25,099**	**23,925**	**23,245**	**22,212**	**21,498**	**10,423**	**-12.57%**	**-3.22%**	**20.55%**
ORANGE	DOMESTIC	116,996	111,253	106,563	103,935	104,493	27,915	-7.23%	0.54%	24.08%
	IMPORT	179,607	160,964	159,235	155,954	153,758	58,490	-4.60%	-1.41%	28.41%
	ORANGE - TOTAL	**296,603**	**272,216**	**265,798**	**259,889**	**258,251**	**86,405**	**-5.47%**	**-0.63%**	**26.65%**
OTHER	DOMESTIC	6,835	2,200	946	1,185	2,139	467	54.21%	80.57%	23.68%
	IMPORT	10,175	8,331	6,742	6,702	5,561	1,918	-13.05%	-17.03%	32.09%
	OTHER - TOTAL	**17,010**	**10,531**	**7,688**	**7,887**	**7,700**	**2,385**	**-4.93%**	**-2.37%**	**29.75%**
OTHER NUT	IMPORT	0	90	12	14	328	324	7,100.00%	2,333.33%	0.00%
	OTHER NUT - TOTAL	**0**	**90**	**12**	**14**	**328**	**324**	**7,100.00%**	**2,333.33%**	**0.00%**
PEACH	DOMESTIC	51,538	47,989	46,268	45,639	48,622	12,147	-0.55%	6.54%	50.51%
	IMPORT	4,197	3,352	2,276	1,382	1,020	203	50.20%	-26.17%	88.47%
	PEACH - TOTAL	**55,735**	**51,340**	**48,544**	**47,020**	**49,642**	**12,350**	**0.01%**	**5.58%**	**51.29%**
PEAR	DOMESTIC	78	41	9	12	16	4	-20.00%	38.71%	0.00%
	IMPORT	4,586	4,203	3,546	3,163	2,777	1,094	-0.88%	-12.21%	22.28%
	PEAR - TOTAL	**4,665**	**4,244**	**3,555**	**3,175**	**2,793**	**1,098**	**-0.98%**	**-12.03%**	**22.16%**
PINEAPPLE	DOMESTIC	12,822	9,439	5,695	2,455	2,042	360	-24.41%	-16.80%	1.47%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
PINEAPPLE	IMPORT	20	0	0	495	305	89	891.67%	-38.33%	0.00%
	PINEAPPLE - TOTAL	**12,842**	**9,439**	**5,695**	**2,950**	**2,348**	**449**	**-7.42%**	**-20.42%**	**1.28%**
PLUM	IMPORT	871	811	775	688	807	296	14.87%	17.34%	1.12%
	PLUM - TOTAL	**871**	**811**	**775**	**688**	**807**	**296**	**14.87%**	**17.34%**	**1.12%**
RASPBERRY	DOMESTIC	2,013	2,493	2,912	2,782	4,049	976	7.51%	45.55%	54.62%
	IMPORT	120,342	106,528	100,052	97,916	92,124	24,699	-11.20%	-5.91%	44.18%
	RASPBERRY - TOTAL	**122,355**	**109,021**	**102,964**	**100,698**	**96,174**	**25,675**	**-10.61%**	**-4.49%**	**44.61%**
SPICE	DOMESTIC	298,660	300,839	325,506	345,934	356,169	112,317	0.26%	2.96%	6.50%
	IMPORT	16,201	12,086	11,905	9,844	10,573	3,667	24.33%	7.41%	39.44%
	SPICE - TOTAL	**314,860**	**312,925**	**337,411**	**355,778**	**366,742**	**115,983**	**0.87%**	**3.08%**	**7.45%**
STRAWBERRY	DOMESTIC	15	4	0	7	0	0	-100.00%	-100.00%	0.00%
	IMPORT	3,208	1,593	885	1,849	4,288	1,339	16.01%	131.97%	5.17%
	STRAWBERRY - TOTAL	**3,223**	**1,598**	**885**	**1,855**	**4,288**	**1,339**	**15.97%**	**131.13%**	**5.17%**
TANGERINE	IMPORT	2,282	1,118	821	789	830	198	7.32%	5.13%	38.16%
	TANGERINE - TOTAL	**2,282**	**1,118**	**821**	**789**	**830**	**198**	**7.32%**	**5.13%**	**38.16%**
WALNUT	IMPORT	139	84	63	34	55	34	166.67%	62.50%	15.38%
	WALNUT - TOTAL	**139**	**84**	**63**	**34**	**55**	**34**	**166.67%**	**62.50%**	**15.38%**
WHISKY	DOMESTIC	11,691	12,305	10,785	7,549	7,602	2,945	-2.20%	0.70%	2.99%
	IMPORT	151,225	135,321	123,907	130,922	150,093	52,602	-3.56%	14.64%	11.34%
	WHISKY - TOTAL	**162,916**	**147,626**	**134,693**	**138,471**	**157,694**	**55,547**	**-3.49%**	**13.88%**	**10.94%**
LIQUEURS - TOTAL		**3,885,802**	**3,478,891**	**3,371,152**	**3,294,146**	**3,269,860**	**1,206,053**	**-4.61%**	**-0.74%**	**18.75%**

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
ALMOND	DOMESTIC	$555	$430	$345	$298	$156	$12	-87.53%	-47.64%	65.64%
	IMPORT	$3,217	$3,074	$3,020	$3,013	$2,879	$1,128	-8.38%	-4.46%	14.32%
	ALMOND - TOTAL	**$3,772**	**$3,504**	**$3,366**	**$3,311**	**$3,035**	**$1,139**	**-13.99%**	**-8.34%**	**16.95%**
ANISE / LICORICE	DOMESTIC	$98	$52	$37	$30	$33	$6	-5.09%	9.18%	33.61%
	IMPORT	$4,515	$4,199	$4,116	$3,939	$3,671	$1,155	-9.51%	-6.79%	19.02%
	ANISE / LICORICE - TOTAL	**$4,613**	**$4,251**	**$4,153**	**$3,969**	**$3,704**	**$1,161**	**-9.49%**	**-6.67%**	**19.14%**
APPLE	DOMESTIC	$0	$0	$2	$10	$9	$3	32.06%	-1.68%	98.47%
	IMPORT	$1,485	$1,228	$1,070	$947	$840	$234	-18.03%	-11.24%	43.71%
	APPLE - TOTAL	**$1,485**	**$1,228**	**$1,072**	**$957**	**$850**	**$236**	**-17.67%**	**-11.15%**	**44.32%**
APRICOT	DOMESTIC	$225	$207	$211	$199	$200	$70	-15.60%	0.51%	5.72%
	IMPORT	$412	$397	$426	$431	$428	$143	-3.23%	-0.76%	27.42%
	APRICOT - TOTAL	**$637**	**$605**	**$637**	**$630**	**$628**	**$213**	**-7.69%**	**-0.36%**	**20.51%**
BANANA	DOMESTIC	$466	$242	$106	$81	$67	$12	-42.10%	-17.65%	17.03%
	IMPORT	$712	$694	$695	$669	$608	$168	-11.85%	-9.13%	63.99%
	BANANA - TOTAL	**$1,178**	**$936**	**$800**	**$750**	**$675**	**$180**	**-14.75%**	**-10.05%**	**59.34%**
BERRY - OTHER	DOMESTIC	$3	$4	$16	$25	$38	$8	-28.69%	53.06%	0.00%
	IMPORT	$48	$37	$25	$20	$17	$4	-14.37%	-11.14%	43.10%
	BERRY - OTHER - TOTAL	**$51**	**$41**	**$42**	**$45**	**$56**	**$12**	**-24.30%**	**24.85%**	**13.48%**
BLACK CURRANT / CASSIS	DOMESTIC	$2	$24	$18	$12	$22	$6	225.42%	81.13%	0.00%
	IMPORT	$304	$280	$270	$254	$246	$76	-7.21%	-2.95%	37.64%
	BLACK CURRANT / CASSIS - TOTAL	**$306**	**$304**	**$288**	**$266**	**$268**	**$82**	**-2.08%**	**0.84%**	**34.59%**
BLACKBERRY	DOMESTIC	$3	$6	$3	$2	$4	$1	121.05%	146.99%	0.00%
	IMPORT	$109	$97	$102	$87	$81	$23	-29.34%	-6.96%	31.36%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
BLACKBERRY	**BLACKBERRY - TOTAL**	**$112**	**$103**	**$104**	**$89**	**$85**	**$25**	**-26.68%**	**-3.91%**	**29.77%**
BUTTERSCOTCH	DOMESTIC	$8	$7	$10	$12	$16	$4	-6.33%	40.00%	98.41%
	IMPORT	$1,343	$1,239	$1,279	$1,480	$1,616	$505	3.30%	9.20%	55.29%
	BUTTERSCOTCH - TOTAL	**$1,351**	**$1,246**	**$1,289**	**$1,491**	**$1,632**	**$509**	**3.22%**	**9.44%**	**55.72%**
CACAO / CHOCOLATE	DOMESTIC	$164	$149	$152	$139	$139	$55	5.68%	0.08%	23.10%
	IMPORT	$20	$0	$0	$0	$0	$0	-100.00%	-100.00%	0.00%
	CACAO / CHOCOLATE - TOTAL	**$185**	**$148**	**$152**	**$139**	**$139**	**$55**	**5.66%**	**0.07%**	**23.10%**
CACAO / WHITE	DOMESTIC	$861	$646	$551	$532	$510	$181	-3.78%	-4.19%	52.34%
	IMPORT	$4	$1	$0	$0	$0	$0	-100.00%	-90.26%	0.00%
	CACAO / WHITE - TOTAL	**$865**	**$647**	**$551**	**$532**	**$510**	**$181**	**-3.80%**	**-4.22%**	**52.34%**
CHERRY	DOMESTIC	$36	$2	$21	$14	$46	$17	200.94%	222.21%	3.39%
	IMPORT	$249	$238	$233	$242	$248	$85	-3.95%	2.54%	30.83%
	CHERRY - TOTAL	**$285**	**$240**	**$254**	**$256**	**$294**	**$102**	**8.56%**	**14.91%**	**26.49%**
CHESTNUT	IMPORT	$0	$0	$1	$0	$0	$0	-100.00%	-100.00%	0.00%
	CHESTNUT - TOTAL	**$0**	**$0**	**$1**	**$0**	**$0**	**$0**	**-100.00%**	**-100.00%**	**0.00%**
CITRUS OTHER THAN ORANGE	IMPORT	$29	$1	$0	$14	$26	$8	-39.91%	84.50%	1.09%
	CITRUS OTHER THAN ORANGE - TOTAL	**$29**	**$1**	**$0**	**$14**	**$26**	**$8**	**-39.91%**	**84.50%**	**1.09%**
COCONUT	DOMESTIC	$4,004	$3,418	$3,320	$3,095	$2,898	$656	-14.02%	-6.35%	12.94%
	IMPORT	$448	$371	$369	$334	$320	$78	-4.26%	-3.94%	22.28%
	COCONUT - TOTAL	**$4,452**	**$3,789**	**$3,689**	**$3,428**	**$3,219**	**$734**	**-13.08%**	**-6.11%**	**13.87%**
COFFEE	DOMESTIC	$278	$178	$55	$44	$11	$4	-42.96%	-75.09%	31.36%
	IMPORT	$11,074	$9,590	$8,954	$8,445	$8,154	$3,343	-5.25%	-3.45%	12.79%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
COFFEE	**COFFEE - TOTAL**	**$11,353**	**$9,768**	**$9,009**	**$8,490**	**$8,165**	**$3,346**	**-5.32%**	**-3.82%**	**12.82%**
CRANBERRY	DOMESTIC	$2	$3	$2	$3	$8	$3	170.00%	206.10%	0.00%
	CRANBERRY - TOTAL	**$2**	**$3**	**$2**	**$3**	**$8**	**$3**	**170.00%**	**206.10%**	**0.00%**
CREAM	DOMESTIC	$49	$62	$45	$38	$159	$71	339.00%	318.92%	5.20%
	IMPORT	$33,963	$31,158	$31,575	$31,255	$30,030	$14,216	-5.41%	-3.92%	5.45%
	CREAM - TOTAL	**$34,011**	**$31,220**	**$31,620**	**$31,293**	**$30,190**	**$14,288**	**-5.04%**	**-3.53%**	**5.45%**
EGG	IMPORT	$185	$187	$183	$169	$157	$87	-8.71%	-7.08%	1.66%
	EGG - TOTAL	**$185**	**$187**	**$183**	**$169**	**$157**	**$87**	**-8.71%**	**-7.08%**	**1.66%**
FRUIT - OTHER	DOMESTIC	$1,057	$609	$246	$102	$74	$8	-25.69%	-27.14%	6.15%
	IMPORT	$4,467	$3,274	$2,579	$2,163	$1,914	$504	-19.10%	-11.53%	38.67%
	FRUIT - OTHER - TOTAL	**$5,523**	**$3,883**	**$2,825**	**$2,265**	**$1,988**	**$513**	**-19.22%**	**-12.23%**	**37.45%**
GRAPE	DOMESTIC	$1	$1	$1	$0	$54	$10	n/a	25,067.52%	2.72%
	IMPORT	$252	$155	$77	$50	$41	$9	-48.25%	-18.18%	20.66%
	GRAPE - TOTAL	**$252**	**$156**	**$78**	**$50**	**$95**	**$19**	**10.67%**	**88.74%**	**10.46%**
GRAPE FRUIT	IMPORT	$43	$28	$23	$21	$18	$4	-20.43%	-16.57%	43.18%
	GRAPE FRUIT - TOTAL	**$43**	**$28**	**$23**	**$21**	**$18**	**$4**	**-20.43%**	**-16.57%**	**43.18%**
HAZELNUT	IMPORT	$833	$702	$707	$616	$600	$243	-4.61%	-2.46%	36.77%
	HAZELNUT - TOTAL	**$833**	**$702**	**$707**	**$616**	**$600**	**$243**	**-4.61%**	**-2.46%**	**36.77%**
HERBAL	DOMESTIC	$183	$149	$128	$124	$145	$47	20.64%	16.66%	13.64%
	IMPORT	$15,776	$13,375	$13,346	$13,107	$12,587	$3,691	-5.79%	-3.97%	44.48%
	HERBAL - TOTAL	**$15,959**	**$13,524**	**$13,474**	**$13,231**	**$12,732**	**$3,738**	**-5.53%**	**-3.77%**	**44.13%**
HONEY	IMPORT	$0	$0	$0	$0	$1	$0	n/a	n/a	0.00%
	HONEY - TOTAL	**$0**	**$0**	**$0**	**$0**	**$1**	**$0**	**n/a**	**n/a**	**0.00%**
LEMON	IMPORT	$621	$636	$751	$812	$775	$227	-4.10%	-4.45%	18.39%
	LEMON - TOTAL	**$621**	**$636**	**$751**	**$812**	**$775**	**$227**	**-4.10%**	**-4.45%**	**18.39%**

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
LOGANBERRY	DOMESTIC	$0	$0	$0	$0	$1	$0	n/a	n/a	0.00%
	IMPORT	$6	$9	$8	$6	$2	$0	-87.82%	-59.97%	0.00%
	LOGANBERRY - TOTAL	**$6**	**$9**	**$8**	**$6**	**$3**	**$0**	**-87.82%**	**-44.02%**	**19.22%**
MACADAMIA	IMPORT	$1	$133	$138	$135	$118	$55	-11.62%	-12.26%	3.11%
	MACADAMIA - TOTAL	**$1**	**$133**	**$138**	**$135**	**$118**	**$55**	**-11.62%**	**-12.26%**	**3.11%**
MELON	DOMESTIC	$272	$358	$129	$45	$40	$6	-24.61%	-10.10%	17.26%
	IMPORT	$285	$260	$346	$355	$327	$84	-11.53%	-7.78%	55.03%
	MELON - TOTAL	**$557**	**$618**	**$475**	**$399**	**$367**	**$90**	**-12.60%**	**-8.04%**	**50.91%**
MINT	DOMESTIC	$633	$598	$590	$568	$546	$264	-13.51%	-3.95%	20.41%
	IMPORT	$6	$4	$9	$9	$7	$0	-94.26%	-25.13%	0.00%
	MINT - TOTAL	**$639**	**$602**	**$599**	**$577**	**$552**	**$264**	**-14.41%**	**-4.27%**	**20.71%**
ORANGE	DOMESTIC	$3,126	$2,995	$2,933	$2,896	$2,867	$773	-8.54%	-1.00%	22.02%
	IMPORT	$8,039	$6,772	$6,739	$6,694	$6,303	$2,506	-8.43%	-5.84%	25.02%
	ORANGE - TOTAL	**$11,166**	**$9,767**	**$9,672**	**$9,589**	**$9,170**	**$3,278**	**-8.45%**	**-4.38%**	**24.09%**
OTHER	DOMESTIC	$168	$57	$24	$34	$50	$10	10.32%	48.99%	21.21%
	IMPORT	$510	$348	$282	$337	$341	$135	18.45%	1.34%	30.30%
	OTHER - TOTAL	**$678**	**$404**	**$306**	**$370**	**$392**	**$145**	**17.84%**	**5.70%**	**29.13%**
OTHER NUT	IMPORT	$0	$4	$1	$1	$11	$10	5,304.46%	1,734.82%	0.00%
	OTHER NUT - TOTAL	**$0**	**$4**	**$1**	**$1**	**$11**	**$10**	**5,304.46%**	**1,734.82%**	**0.00%**
PEACH	DOMESTIC	$1,190	$1,114	$1,089	$1,090	$1,157	$288	-1.52%	6.16%	50.77%
	IMPORT	$111	$90	$61	$40	$31	$7	77.67%	-22.15%	87.30%
	PEACH - TOTAL	**$1,302**	**$1,205**	**$1,150**	**$1,129**	**$1,188**	**$295**	**-0.48%**	**5.17%**	**51.72%**
PEAR	DOMESTIC	$7	$4	$1	$1	$1	$0	-20.00%	38.71%	0.00%
	IMPORT	$127	$116	$104	$95	$82	$32	-2.15%	-14.15%	23.02%
	PEAR - TOTAL	**$134**	**$120**	**$105**	**$96**	**$83**	**$33**	**-2.42%**	**-13.58%**	**22.61%**
PINEAPPLE	DOMESTIC	$352	$261	$158	$64	$53	$10	-24.29%	-17.67%	1.50%

SPIRITS MARKET - LIQUEURS
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
PINEAPPLE	IMPORT	$0	$0	$0	$14	$9	$3	893.10%	-38.30%	0.00%
	PINEAPPLE - TOTAL	**$353**	**$261**	**$158**	**$78**	**$62**	**$12**	**-6.66%**	**-21.36%**	**1.29%**
PLUM	IMPORT	$24	$23	$23	$20	$24	$9	14.87%	17.34%	1.12%
	PLUM - TOTAL	**$24**	**$23**	**$23**	**$20**	**$24**	**$9**	**14.87%**	**17.34%**	**1.12%**
RASPBERRY	DOMESTIC	$45	$76	$93	$98	$145	$42	31.21%	47.64%	34.99%
	IMPORT	$3,086	$2,800	$2,678	$2,629	$2,493	$672	-10.45%	-5.17%	44.71%
	RASPBERRY - TOTAL	**$3,131**	**$2,876**	**$2,770**	**$2,727**	**$2,638**	**$714**	**-8.74%**	**-3.28%**	**44.18%**
SPICE	DOMESTIC	$8,387	$8,836	$9,675	$10,387	$10,669	$3,394	0.98%	2.71%	5.97%
	IMPORT	$563	$418	$425	$363	$396	$139	24.68%	8.98%	38.42%
	SPICE - TOTAL	**$8,949**	**$9,254**	**$10,100**	**$10,751**	**$11,065**	**$3,533**	**1.75%**	**2.93%**	**7.13%**
STRAWBERRY	DOMESTIC	$0	$0	$0	$0	$0	$0	-100.00%	-100.00%	0.00%
	IMPORT	$109	$43	$25	$78	$200	$65	22.79%	155.61%	4.76%
	STRAWBERRY - TOTAL	**$109**	**$43**	**$25**	**$78**	**$200**	**$65**	**22.73%**	**154.30%**	**4.76%**
TANGERINE	IMPORT	$56	$28	$21	$20	$22	$5	9.39%	9.87%	37.30%
	TANGERINE - TOTAL	**$56**	**$28**	**$21**	**$20**	**$22**	**$5**	**9.39%**	**9.87%**	**37.30%**
WALNUT	IMPORT	$7	$4	$3	$2	$3	$2	166.65%	62.49%	15.39%
	WALNUT - TOTAL	**$7**	**$4**	**$3**	**$2**	**$3**	**$2**	**166.65%**	**62.49%**	**15.39%**
WHISKY	DOMESTIC	$347	$392	$393	$323	$330	$136	-2.66%	2.02%	3.99%
	IMPORT	$5,198	$4,679	$4,361	$4,673	$5,354	$1,925	-3.49%	14.56%	11.40%
	WHISKY - TOTAL	**$5,545**	**$5,071**	**$4,755**	**$4,996**	**$5,683**	**$2,061**	**-3.43%**	**13.75%**	**10.97%**
LIQUEURS - TOTAL		**$120,758**	**$107,573**	**$105,377**	**$103,805**	**$101,431**	**$37,677**	**-5.61%**	**-2.29%**	**19.02%**

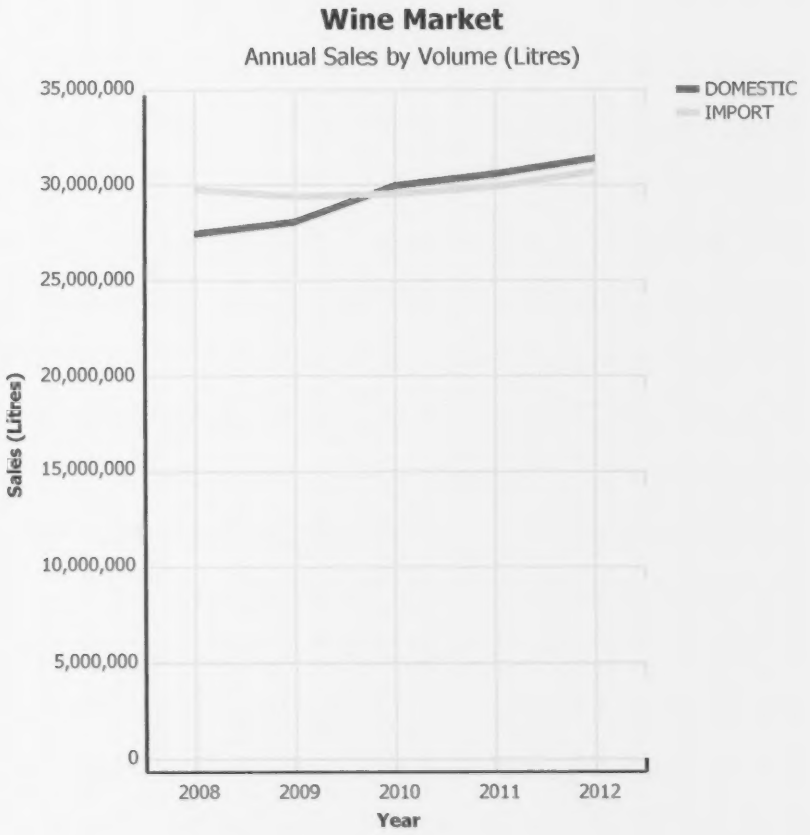
SPIRITS MARKET - OVERALL
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

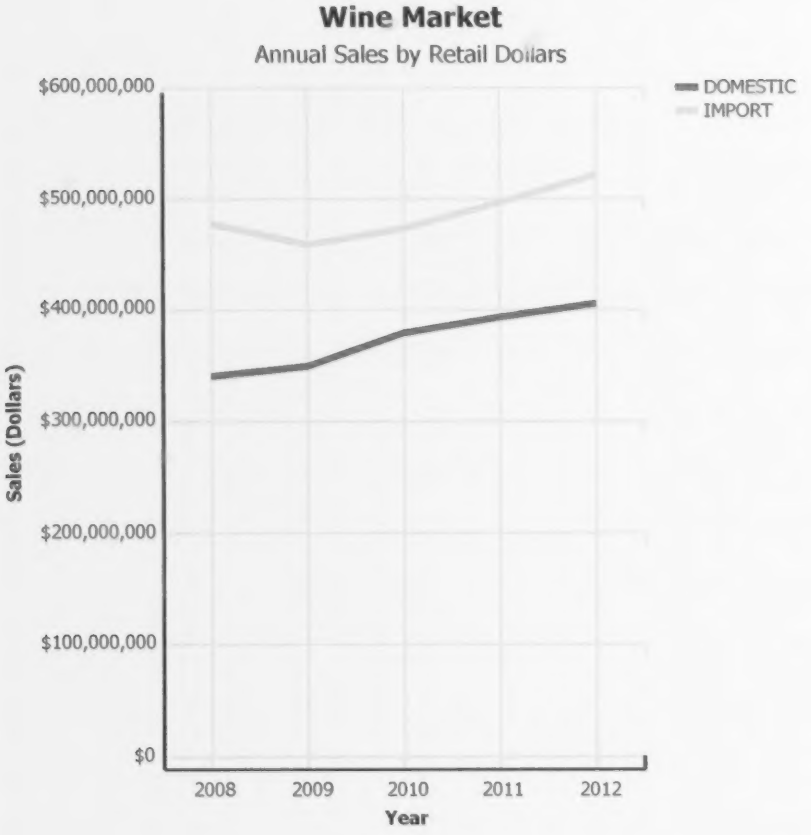
		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPIRITS	DOMESTIC	15,125,798	14,421,061	13,557,862	13,132,334	12,906,640	3,780,374	-5.13%	-1.72%	11.10%
	IMPORT	10,808,595	10,483,757	10,643,204	10,878,044	11,218,276	3,547,779	-0.70%	3.13%	14.50%
SPIRITS		**25,934,393**	**24,904,818**	**24,201,065**	**24,010,377**	**24,124,916**	**7,328,153**	**-3.04%**	**0.48%**	**12.68%**

SPIRITS MARKET - OVERALL
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPIRITS	DOMESTIC	$408,042	$400,126	$391,607	$386,809	$376,782	$111,672	-5.29%	-2.59%	10.85%
	IMPORT	$355,673	$349,867	$364,098	$380,678	$390,133	$126,023	-0.20%	2.48%	15.09%
SPIRITS		**$763,715**	**$749,993**	**$755,705**	**$767,487**	**$766,915**	**$237,695**	**-2.66%**	**-0.07%**	**13.00%**

Wine Market (Domestic & Imported)

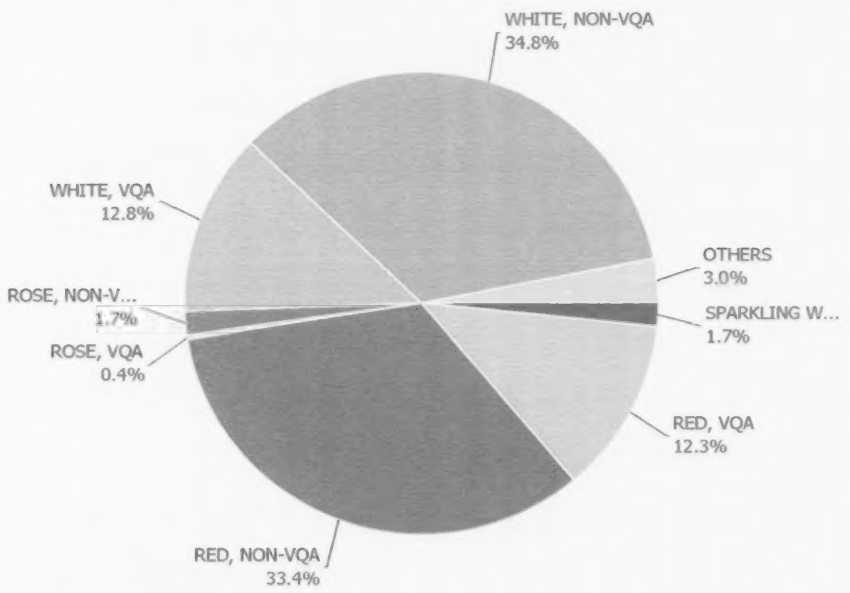




Wine Market - Domestic Wine

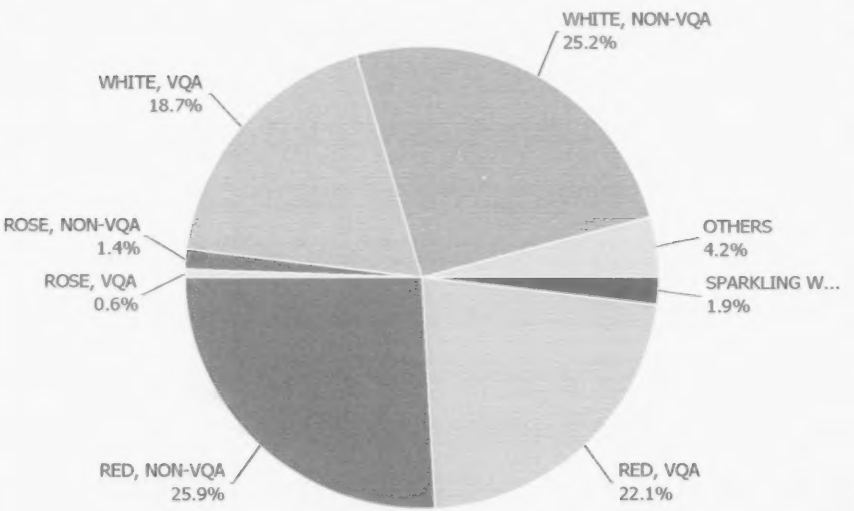
Domestic Wine Market Share

Current Quarter by Volume (Litres)



Domestic Wine Market Share

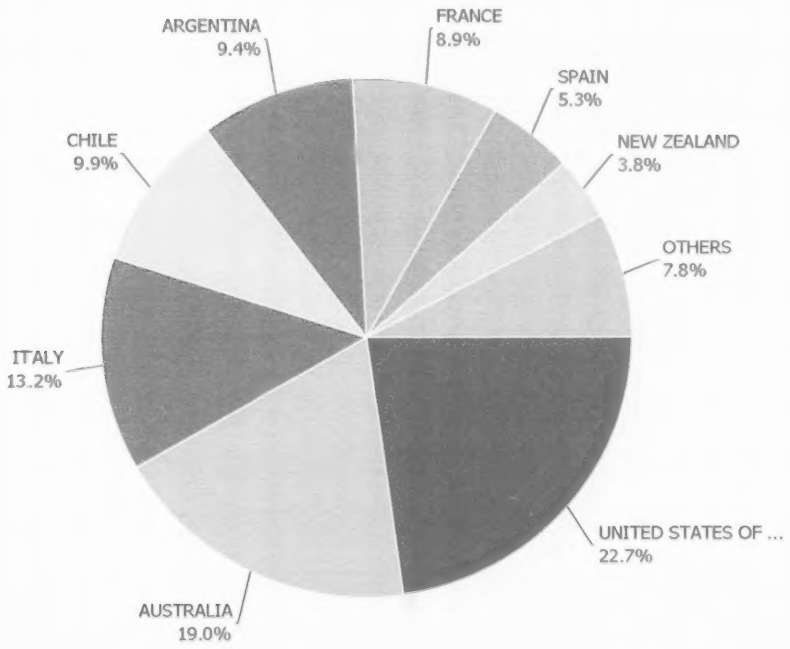
Current Quarter by Retail Dollars



Wine Market - Import Wine

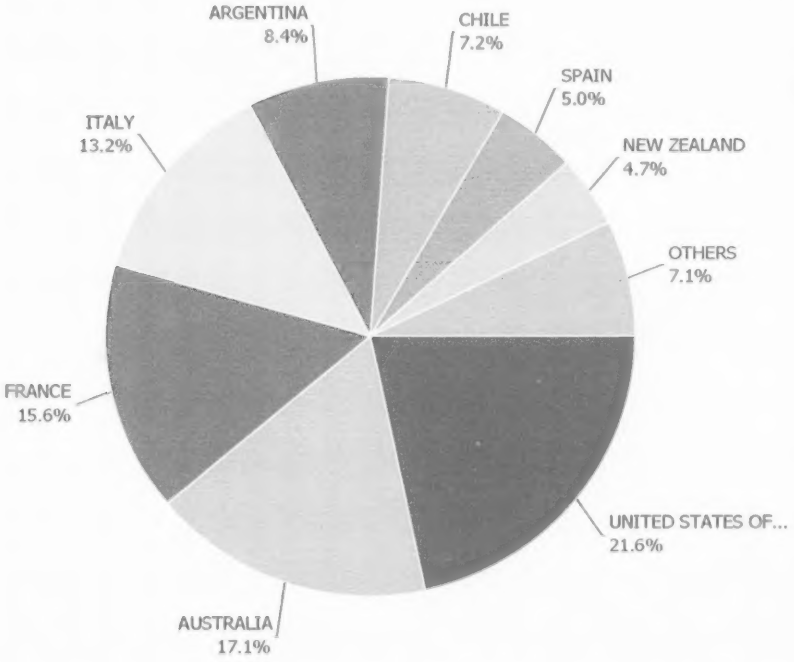
Import Wine Market Share

Current Quarter by Volume (Litres)



Import Wine Market Share

Current Quarter by Retail Dollars



DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	OTHER	NON-VQA	6,390	6,290	6,224	6,816	6,817	2,779	-2.14%	0.01%	1.33%
		BC	NON-VQA	919	825	680	823	711	168	-14.50%	-13.58%	0.42%
		FLAVOURED		**7,309**	**7,115**	**6,904**	**7,639**	**7,528**	**2,947**	**-2.94%**	**-1.45%**	**1.25%**
	FRUIT	OTHER	NON-VQA	766	1,284	2,389	3,926	2,263	660	-62.87%	-42.36%	1.81%
		BC	NON-VQA	128,259	146,411	147,001	146,568	143,045	36,799	-8.30%	-2.40%	0.94%
		FRUIT		**129,026**	**147,695**	**149,390**	**150,494**	**145,308**	**37,459**	**-10.62%**	**-3.45%**	**0.96%**
	OTHER	BC	NON-VQA	5,587	5,329	6,549	13,746	13,234	3,444	-23.52%	-3.72%	2.66%
			VQA	0	0	9	33	20	11	200.00%	-39.33%	0.00%
		OTHER		**5,587**	**5,329**	**6,558**	**13,780**	**13,254**	**3,455**	**-23.34%**	**-3.81%**	**2.66%**
	OTHER FORTIFIED	OTHER	NON-VQA	1,468	992	765	567	445	109	-52.45%	-21.49%	0.51%
		BC	NON-VQA	11,078	10,141	7,606	8,468	8,755	2,053	-20.07%	3.38%	5.61%
			VQA	376	167	554	465	524	122	3.16%	12.74%	0.86%
		OTHER FORTIFIED		**12,921**	**11,300**	**8,925**	**9,500**	**9,724**	**2,284**	**-21.67%**	**2.35%**	**5.12%**
	PORT	OTHER	NON-VQA	4,336	428	0	0	8	0	n/a	n/a	0.00%
		BC	NON-VQA	59,132	59,819	60,360	63,241	67,462	20,110	1.77%	6.67%	8.69%
			VQA	4,514	5,131	6,867	7,933	7,087	2,150	-24.61%	-10.67%	3.08%
		PORT		**67,983**	**65,378**	**67,227**	**71,175**	**74,556**	**22,261**	**-1.55%**	**4.75%**	**8.16%**
	SAKE	BC	NON-VQA	7,698	9,363	10,765	11,038	7,954	1,649	-51.54%	-27.94%	27.17%
		SAKE		**7,698**	**9,363**	**10,765**	**11,038**	**7,954**	**1,649**	**-51.54%**	**-27.94%**	**27.17%**
	SHERRY	BC	NON-VQA	804,288	789,977	767,470	744,535	684,694	191,542	-5.57%	-8.04%	0.69%
		SHERRY		**804,288**	**789,977**	**767,470**	**744,535**	**684,694**	**191,542**	**-5.57%**	**-8.04%**	**0.69%**
	VERMOUTH	BC	NON-VQA	-1	0	0	0	0	0	n/a	n/a	0.00%
		VERMOUTH		**-1**	**0**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
	APERITIF, DESSERT AND FORTIFIED WINE			**1,034,811**	**1,036,157**	**1,017,240**	**1,008,161**	**943,018**	**261,597**	**-6.98%**	**-6.46%**	**1.62%**
SPARKLING WINE	SPARKLING ICE WINE	OTHER	VQA	0	0	9	0	0	0	n/a	n/a	0.00%
		BC	VQA	62	96	32	11	183	178	5,825.00%	1,526.67%	14.75%

DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	SPARKLING ICE WINE	**SPARKLING ICE WINE**		**62**	**96**	**41**	**11**	**183**	**178**	**5,825.00%**	**1,526.67%**	**14.75%**
	RED	BC	NON-VQA	54,098	50,582	50,770	51,662	46,991	17,774	-20.55%	-9.04%	0.96%
			VQA	3,328	1,351	3	0	0	0	n/a	n/a	0.00%
		SPARKLING WINE RED		**57,426**	**51,932**	**50,774**	**51,662**	**46,991**	**17,774**	**-20.55%**	**-9.04%**	**0.96%**
	ROSE	OTHER	NON-VQA	0	0	0	0	90	0	n/a	n/a	0.00%
			VQA	0	0	0	18	0	0	n/a	-100.00%	0.00%
		BC	NON-VQA	2,580	2,546	3,488	8,078	9,818	4,052	-11.31%	21.54%	16.94%
			VQA	3,418	3,580	6,158	5,854	7,776	2,062	31.03%	32.82%	6.27%
		SPARKLING WINE ROSE		**5,998**	**6,125**	**9,646**	**13,950**	**17,684**	**6,114**	**-0.46%**	**26.76%**	**12.67%**
	WHITE	OTHER	NON-VQA	18,748	16,420	14,134	7,648	2,188	713	-37.96%	-71.40%	19.88%
			VQA	128	140	153	81	0	0	-100.00%	-100.00%	0.00%
		BC	NON-VQA	335,597	301,137	293,577	294,520	260,761	99,181	-23.36%	-11.46%	18.81%
			VQA	73,288	73,652	93,980	89,712	89,624	33,088	-5.59%	-0.10%	29.05%
		SPARKLING WINE WHITE		**427,762**	**391,349**	**401,844**	**391,961**	**352,573**	**132,982**	**-19.72%**	**-10.05%**	**21.42%**
	SPARKLING WINE			**491,248**	**449,503**	**462,304**	**457,585**	**417,430**	**157,048**	**-19.12%**	**-8.78%**	**18.74%**
TABLE WINE	ICE WINE RED	OTHER	NON-VQA	0	0	26	7	3,382	201	n/a	46,875.00%	0.00%
			VQA	557	322	320	57	54	35	629.17%	-5.66%	0.00%
		BC	NON-VQA	255	277	219	54	60	19	-5.15%	10.76%	0.00%
			VQA	4,544	4,178	4,631	7,580	7,849	2,007	-16.90%	3.54%	0.34%
		ICE WINE RED		**5,356**	**4,777**	**5,195**	**7,699**	**11,346**	**2,262**	**-7.29%**	**47.36%**	**0.23%**
	ICE WINE ROSE	BC	VQA	66	25	0	1	0	0	n/a	-100.00%	0.00%
		ICE WINE ROSE		**66**	**25**	**0**	**1**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
	ICE WINE WHITE	OTHER	NON-VQA	20	160	116	2	14,321	2,642	704,380.00%	636,386.67%	0.00%
			VQA	11,956	8,325	14,078	16,236	15,962	2,518	-60.82%	-1.69%	0.34%
		BC	NON-VQA	116	1,089	1,225	687	42	9	-83.43%	-93.85%	0.00%

DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	ICE WINE WHITE	BC	VQA	31,082	28,245	29,660	27,871	20,608	6,059	-28.35%	-26.06%	6.07%
	ICE WINE WHITE			**43,173**	**37,819**	**45,078**	**44,797**	**50,933**	**11,228**	**-24.83%**	**13.70%**	**2.57%**
	RED	OTHER	NON-VQA	16,466	2,393	2,209	2,802	5,696	1,589	33.63%	103.29%	15.22%
			VQA	14,644	16,753	18,528	12,093	8,617	2,539	-15.71%	-28.74%	4.13%
		BC	NON-VQA	8,812,493	8,859,053	9,431,407	9,807,549	9,949,087	3,105,347	3.35%	1.44%	11.12%
			VQA	2,892,292	3,046,843	3,544,988	3,558,452	3,631,899	1,143,554	-0.60%	2.06%	24.18%
		TABLE WINE RED		**11,735,894**	**11,925,042**	**12,997,132**	**13,380,895**	**13,595,299**	**4,253,030**	**2.25%**	**1.60%**	**14.61%**
	ROSE	OTHER	VQA	306	0	0	0	0	0	n/a	n/a	0.00%
		BC	NON-VQA	483,524	518,450	537,196	561,007	577,586	156,879	-2.72%	2.96%	5.07%
			VQA	131,074	167,457	191,501	195,026	200,540	34,813	-3.93%	2.83%	7.91%
		TABLE WINE ROSE		**614,904**	**685,906**	**728,697**	**756,034**	**778,127**	**191,692**	**-2.94%**	**2.92%**	**5.81%**
	WHITE	OTHER	NON-VQA	17,161	2,689	2,330	3,858	10,010	2,163	61.90%	159.47%	7.78%
			VQA	9,900	10,260	11,433	7,986	6,025	1,736	47.45%	-24.55%	6.86%
		BC	NON-VQA	9,945,085	9,893,226	10,144,423	10,712,444	11,356,441	3,235,076	5.28%	6.01%	11.18%
			VQA	3,672,474	4,135,632	4,646,415	4,328,226	4,378,488	1,185,993	2.40%	1.16%	24.53%
		TABLE WINE WHITE		**13,644,621**	**14,041,807**	**14,804,601**	**15,052,514**	**15,750,964**	**4,424,968**	**4.52%**	**4.64%**	**14.89%**
	TABLE WINE			**26,044,015**	**26,695,376**	**28,580,702**	**29,241,939**	**30,186,668**	**8,883,180**	**3.20%**	**3.23%**	**14.50%**
WINE - GIFT PACKS	WINE - GIFT PACKS ALL	OTHER	NON-VQA	164	3,384	6,389	3,604	2,474	162	-31.92%	-31.35%	0.00%
			VQA	6,178	5	5	1,008	0	0	n/a	-100.00%	0.00%
		BC	NON-VQA	940	3	0	0	0	0	n/a	n/a	0.00%
			VQA	13,152	30,811	54,067	21,366	3,047	44	-99.62%	-85.74%	0.44%
		WINE - GIFT PACKS ALL		**20,434**	**34,203**	**60,460**	**25,978**	**5,521**	**206**	**-98.23%**	**-78.75%**	**0.24%**
	WINE - GIFT PACKS			**20,434**	**34,203**	**60,460**	**25,978**	**5,521**	**206**	**-98.23%**	**-78.75%**	**0.24%**
DOMESTIC WINE - TOTAL				**27,590,508**	**28,215,239**	**30,120,706**	**30,733,663**	**31,536,524**	**9,292,356**	**2.17%**	**2.61%**	**14.17%**

DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	OTHER	NON-VQA	$96	$95	$95	$105	$105	$43	-2.14%	0.01%	1.33%
		BC	NON-VQA	$29	$34	$21	$26	$22	$5	-14.01%	-16.80%	0.36%
		FLAVOURED		**$126**	**$129**	**$116**	**$132**	**$127**	**$48**	**-3.61%**	**-3.36%**	**1.16%**
	FRUIT	OTHER	NON-VQA	$46	$50	$89	$231	$79	$24	-82.46%	-66.01%	2.26%
		BC	NON-VQA	$3,472	$3,922	$3,957	$4,072	$3,927	$1,044	-11.27%	-3.58%	1.25%
		FRUIT		**$3,518**	**$3,972**	**$4,046**	**$4,304**	**$4,005**	**$1,068**	**-18.61%**	**-6.94%**	**1.27%**
	OTHER	BC	NON-VQA	$147	$151	$196	$406	$381	$100	-22.21%	-6.12%	2.36%
			VQA	$0	$0	$0	$1	$1	$0	200.00%	-39.32%	0.00%
		OTHER		**$147**	**$151**	**$196**	**$407**	**$382**	**$100**	**-22.00%**	**-6.21%**	**2.35%**
	OTHER FORTIFIED	OTHER	NON-VQA	$68	$46	$36	$27	$21	$5	-52.50%	-21.51%	0.51%
		BC	NON-VQA	$553	$536	$424	$451	$462	$113	-21.07%	2.56%	5.88%
			VQA	$28	$13	$42	$36	$41	$9	3.16%	12.74%	0.86%
		OTHER FORTIFIED		**$649**	**$595**	**$502**	**$514**	**$524**	**$128**	**-21.81%**	**2.01%**	**5.27%**
	PORT	OTHER	NON-VQA	$55	$5	$0	$0	$1	$0	n/a	n/a	0.00%
		BC	NON-VQA	$652	$721	$751	$805	$1,062	$305	25.84%	32.03%	7.26%
			VQA	$203	$244	$320	$370	$331	$101	-24.76%	-10.40%	3.25%
		PORT		**$909**	**$970**	**$1,072**	**$1,174**	**$1,394**	**$406**	**7.85%**	**18.72%**	**6.30%**
	SAKE	BC	NON-VQA	$202	$214	$255	$269	$254	$66	-17.80%	-5.38%	9.75%
		SAKE		**$202**	**$214**	**$255**	**$269**	**$254**	**$66**	**-17.80%**	**-5.38%**	**9.75%**
	SHERRY	BC	NON-VQA	$5,852	$5,729	$5,609	$5,479	$5,185	$1,452	-3.03%	-5.35%	0.70%
		SHERRY		**$5,852**	**$5,729**	**$5,609**	**$5,479**	**$5,185**	**$1,452**	**-3.03%**	**-5.35%**	**0.70%**
	VERMOUTH	BC	NON-VQA	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
		VERMOUTH		**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
	APERITIF, DESSERT AND FORTIFIED WINE			**$11,403**	**$11,761**	**$11,795**	**$12,278**	**$11,872**	**$3,269**	**-9.43%**	**-3.31%**	**2.01%**
SPARKLING WINE	SPARKLING ICE WINE	OTHER	VQA	$0	$0	$1	$0	$0	$0	n/a	n/a	0.00%
		BC	VQA	$9	$13	$4	$2	$9	$9	1,888.68%	477.23%	13.84%
		SPARKLING ICE WINE		**$9**	**$13**	**$6**	**$2**	**$9**	**$9**	**1,888.68%**	**477.23%**	**13.84%**

DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	RED	BC	NON-VQA	$441	$408	$409	$470	$430	$158	-20.10%	-8.38%	0.95%
			VQA	$98	$40	$0	$0	$0	$0	n/a	n/a	0.00%
		SPARKLING WINE RED		**$539**	**$448**	**$409**	**$470**	**$430**	**$158**	**-20.10%**	**-8.38%**	**0.95%**
	ROSE	OTHER	NON-VQA	$0	$0	$0	$0	$3	$0	n/a	n/a	0.00%
			VQA	$0	$0	$0	$1	$0	$0	n/a	-100.00%	0.00%
		BC	NON-VQA	$89	$78	$127	$207	$246	$113	-7.71%	18.92%	24.15%
			VQA	$110	$117	$192	$170	$212	$57	15.58%	24.61%	6.07%
		SPARKLING WINE ROSE		**$199**	**$195**	**$319**	**$378**	**$462**	**$169**	**-1.01%**	**22.12%**	**16.36%**
	WHITE	OTHER	NON-VQA	$199	$178	$159	$88	$25	$8	-39.11%	-71.45%	19.48%
			VQA	$4	$4	$5	$3	$0	$0	-100.00%	-100.00%	0.00%
		BC	NON-VQA	$2,932	$2,636	$2,741	$2,830	$2,812	$971	-16.45%	-0.63%	23.85%
			VQA	$2,186	$2,239	$2,813	$2,599	$2,521	$928	-5.43%	-2.99%	26.06%
		SPARKLING WINE WHITE		**$5,321**	**$5,057**	**$5,719**	**$5,520**	**$5,358**	**$1,907**	**-11.62%**	**-2.93%**	**24.87%**
	SPARKLING WINE			**$6,067**	**$5,714**	**$6,453**	**$6,369**	**$6,260**	**$2,243**	**-11.24%**	**-1.72%**	**22.58%**
TABLE WINE	ICE WINE RED	OTHER	NON-VQA	$0	$0	$4	$1	$251	$18	n/a	19,424.75%	0.00%
			VQA	$121	$46	$44	$7	$7	$4	456.15%	-7.38%	0.00%
		BC	NON-VQA	$36	$40	$29	$7	$8	$2	-9.11%	12.61%	0.00%
			VQA	$681	$605	$695	$1,430	$1,494	$367	-15.18%	4.48%	0.22%
		ICE WINE RED		**$838**	**$691**	**$773**	**$1,445**	**$1,759**	**$391**	**-10.28%**	**21.73%**	**0.19%**
	ICE WINE ROSE	BC	VQA	$6	$2	$0	$0	$0	$0	n/a	-100.00%	0.00%
		ICE WINE ROSE		**$6**	**$2**	**$0**	**$0**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
	ICE WINE WHITE	OTHER	NON-VQA	$2	$16	$10	$0	$1,000	$181	562,488.24%	500,104.60%	0.00%
			VQA	$1,640	$962	$1,421	$1,694	$1,327	$258	-60.05%	-21.68%	0.44%
		BC	NON-VQA	$18	$94	$117	$97	$7	$1	-88.85%	-92.30%	0.00%
			VQA	$3,891	$3,637	$3,967	$3,809	$2,786	$804	-33.08%	-26.86%	5.19%
		ICE WINE WHITE		**$5,552**	**$4,709**	**$5,515**	**$5,600**	**$5,120**	**$1,244**	**-32.98%**	**-8.57%**	**2.94%**

DOMESTIC WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	RED	OTHER	NON-VQA	$167	$37	$68	$79	$121	$44	114.88%	53.66%	9.56%
			VQA	$310	$312	$358	$235	$152	$44	-22.03%	-35.29%	5.22%
		BC	NON-VQA	$85,514	$86,449	$90,520	$95,982	$98,963	$30,550	3.78%	3.11%	11.28%
			VQA	$67,353	$69,293	$81,917	$83,893	$84,390	$26,143	-2.98%	0.59%	20.48%
		TABLE WINE RED		**$153,344**	**$156,091**	**$172,863**	**$180,189**	**$183,627**	**$56,781**	**0.57%**	**1.91%**	**15.50%**
	ROSE	OTHER	VQA	$4	$0	$0	$0	$0	$0	n/a	n/a	0.00%
		BC	NON-VQA	$4,642	$5,212	$5,382	$6,029	$6,741	$1,670	3.95%	11.81%	7.51%
			VQA	$2,373	$2,936	$3,453	$3,652	$3,912	$670	-3.16%	7.11%	7.90%
		TABLE WINE ROSE		**$7,018**	**$8,148**	**$8,835**	**$9,681**	**$10,652**	**$2,340**	**1.81%**	**10.04%**	**7.65%**
	WHITE	OTHER	NON-VQA	$173	$106	$89	$276	$501	$99	48.30%	81.82%	2.17%
			VQA	$220	$216	$257	$219	$133	$35	29.89%	-39.45%	7.84%
		BC	NON-VQA	$88,908	$89,721	$91,556	$98,813	$106,344	$29,717	5.42%	7.62%	11.38%
			VQA	$68,372	$74,056	$81,786	$80,225	$81,870	$22,097	1.87%	2.05%	22.47%
		TABLE WINE WHITE		**$157,673**	**$164,099**	**$173,689**	**$179,532**	**$188,848**	**$51,948**	**3.95%**	**5.19%**	**16.16%**
	TABLE WINE			**$324,432**	**$333,741**	**$361,674**	**$376,447**	**$390,006**	**$112,703**	**1.51%**	**3.60%**	**15.37%**
WINE - GIFT PACKS	WINE - GIFT PACKS ALL	OTHER	NON-VQA	$7	$329	$606	$352	$178	$13	-49.02%	-49.42%	0.00%
			VQA	$965	$1	$1	$162	$0	$0	n/a	-100.00%	0.00%
		BC	NON-VQA	$14	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			VQA	$241	$555	$1,203	$519	$49	$1	-99.65%	-90.63%	0.48%
		WINE - GIFT PACKS ALL		**$1,227**	**$884**	**$1,810**	**$1,033**	**$227**	**$14**	**-93.82%**	**-78.05%**	**0.10%**
	WINE - GIFT PACKS			**$1,227**	**$884**	**$1,810**	**$1,033**	**$227**	**$14**	**-93.82%**	**-78.05%**	**0.10%**
DOMESTIC WINE - TOTAL				**$343,130**	**$352,100**	**$381,732**	**$396,128**	**$408,109**	**$118,070**	**0.59%**	**3.02%**	**15.09%**

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	AUSTRALIA	2,984	2,570	2,668	2,349	1,924	757	-18.43%	-18.07%	2.14%
		CHINA	0	0	1,391	2,491	1,771	519	-2.67%	-28.91%	1.52%
		FRANCE	0	0	0	0	507	186	n/a	n/a	0.00%
		ITALY	70	24	2,490	15,932	16,324	4,894	-21.94%	2.46%	10.93%
		SLOVAK REPUBLIC	0	0	0	0	58	58	n/a	n/a	0.00%
		SOUTH AFRICA	0	0	0	0	3,024	0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	9,927	6,276	3,526	3,392	15,265	8,128	767.04%	350.09%	0.23%
		FLAVOURED	**12,981**	**8,871**	**10,076**	**24,164**	**38,873**	**14,541**	**64.96%**	**46.02%**	**5.35%**
	FRUIT	ARMENIA	10	0	0	0	0	0	n/a	n/a	0.00%
		DENMARK	1	0	0	0	0	0	n/a	n/a	0.00%
		FRANCE	0	0	16	9	9	0	n/a	0.00%	0.00%
		JAPAN	9,789	11,195	10,597	10,408	10,723	3,337	6.29%	3.03%	24.36%
		KOREA - SOUTH	439	134	186	188	173	82	33.66%	-7.67%	2.60%
		TURKEY	0	21	3	0	0	0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	2,184	2,042	3,227	3,800	5,631	2,469	137.69%	48.19%	36.96%
		FRUIT	**12,423**	**13,392**	**14,030**	**14,405**	**16,537**	**5,888**	**38.88%**	**14.80%**	**28.46%**
	MADEIRA	PORTUGAL	5,626	5,161	5,393	5,121	4,977	2,082	-6.85%	-2.81%	21.58%
		MADEIRA	**5,626**	**5,161**	**5,393**	**5,121**	**4,977**	**2,082**	**-6.85%**	**-2.81%**	**21.58%**
	MONTILLA	SPAIN	11,519	10,244	9,432	11,136	10,612	3,898	-11.40%	-4.70%	4.79%
		MONTILLA	**11,519**	**10,244**	**9,432**	**11,136**	**10,612**	**3,898**	**-11.40%**	**-4.70%**	**4.79%**
	OTHER	AUSTRALIA	0	8	0	107	225	99	-8.33%	109.69%	4.00%
		OTHER	**0**	**8**	**0**	**107**	**225**	**99**	**-8.33%**	**109.69%**	**4.00%**
	OTHER FORTIFIED	ARGENTINA	0	0	0	36	0	0	-100.00%	-100.00%	0.00%
		AUSTRALIA	499	490	588	423	257	41	-73.28%	-39.22%	32.85%
		CHINA	7,173	6,185	6,618	6,803	6,921	2,125	4.68%	1.74%	18.59%
		FRANCE	36,708	34,152	32,910	32,903	34,937	11,407	1.70%	6.18%	8.68%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	OTHER FORTIFIED	GREECE	827	63	104	49	0	0	n/a	-100.00%	0.00%
		ITALY	15,909	15,359	14,724	14,855	14,038	4,776	-3.69%	-5.50%	31.78%
		JAPAN	4	94	287	814	1,313	400	114.35%	61.19%	87.16%
		KOREA - SOUTH	6,066	4,734	5,024	11,343	10,636	3,576	30.17%	-6.23%	37.85%
		SPAIN	0	39	5	0	0	0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	2,214	1,865	1,720	1,605	1,488	490	-8.91%	-7.27%	24.97%
		URUGUAY	4	0	14	0	0	0	n/a	n/a	0.00%
		OTHER FORTIFIED	**69,406**	**62,981**	**61,993**	**68,829**	**69,589**	**22,816**	**4.49%**	**1.10%**	**20.70%**
	PORT	AUSTRALIA	31,719	24,840	19,950	17,923	17,415	5,598	-6.00%	-2.83%	8.67%
		PORTUGAL	93,821	84,964	85,632	81,473	80,528	35,147	-0.66%	-1.16%	9.87%
		SOUTH AFRICA	21,288	17,618	19,117	20,176	18,152	6,491	-8.65%	-10.04%	10.93%
		UNITED STATES OF AMERICA	72	36	54	9	27	0	-100.00%	200.00%	0.00%
		PORT	**146,900**	**127,458**	**124,754**	**119,581**	**116,122**	**47,236**	**-2.50%**	**-2.89%**	**9.86%**
	SAKE	JAPAN	66,776	66,565	71,950	73,019	78,683	23,872	10.67%	7.76%	37.30%
		KOREA - SOUTH	3,230	2,318	1,983	2,062	1,854	592	4.39%	-10.10%	39.20%
		UNITED STATES OF AMERICA	320,160	314,636	314,140	313,778	309,632	87,328	-2.99%	-1.32%	65.27%
		SAKE	**390,166**	**383,519**	**388,072**	**388,859**	**390,168**	**111,792**	**-0.33%**	**0.34%**	**59.51%**
	SHERRY	AUSTRALIA	29,989	28,489	31,887	36,330	32,312	10,126	-25.18%	-11.06%	0.85%
		NEW ZEALAND	28,314	24,372	8,775	8	-9	0	-100.00%	-220.00%	0.00%
		SOUTH AFRICA	30,546	23,852	25,098	21,469	21,416	7,010	51.79%	-0.25%	0.51%
		SPAIN	76,737	69,576	66,299	63,815	60,592	25,492	-8.81%	-5.05%	2.37%
		SHERRY	**165,586**	**146,288**	**132,059**	**121,621**	**114,310**	**42,628**	**-7.56%**	**-6.01%**	**1.59%**
	VERMOUTH	FRANCE	24,290	20,465	20,356	18,075	13,980	3,218	-35.64%	-22.65%	12.54%
		ITALY	223,073	212,876	202,110	191,944	186,629	57,282	-2.71%	-2.77%	6.13%
		SLOVAK REPUBLIC	0	0	0	0	58	58	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	42	226	211	281	267	64	-20.37%	-5.07%	38.76%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	VERMOUTH	**VERMOUTH**		**247,405**	**233,567**	**222,676**	**210,300**	**200,934**	**60,623**	**-5.31%**	**-4.48%**	**6.62%**
IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL				**1,062,012**	**991,490**	**968,485**	**964,122**	**962,346**	**311,602**	**-0.18%**	**-0.18%**	29.24%
TABLE WINE	ARGENTINA	RED	IMPORT BOTTLED	1,616,434	2,134,001	2,433,241	2,560,837	2,573,201	808,209	-1.26%	0.48%	13.14%
			RED - TOTAL	**1,616,434**	**2,134,001**	**2,433,241**	**2,560,837**	**2,573,201**	**808,209**	**-1.26%**	**0.48%**	**13.14%**
		ROSE	IMPORT BOTTLED	76	3,605	7,620	8,257	6,661	1,033	-55.26%	-19.33%	1.37%
			ROSE - TOTAL	**76**	**3,605**	**7,620**	**8,257**	**6,661**	**1,033**	**-55.26%**	**-19.33%**	**1.37%**
		WHITE	IMPORT BOTTLED	201,603	324,835	335,233	352,956	377,308	98,599	-8.34%	6.90%	8.13%
			WHITE - TOTAL	**201,603**	**324,835**	**335,233**	**352,956**	**377,308**	**98,599**	**-8.34%**	**6.90%**	**8.13%**
		TOTAL		**1,818,114**	**2,462,441**	**2,776,093**	**2,922,050**	**2,957,170**	**907,841**	**-2.22%**	**1.20%**	**12.47%**
	ARMENIA	WHITE	IMPORT BOTTLED	38	22	0	14	0	0	-100.00%	-100.00%	0.00%
			WHITE - TOTAL	**38**	**22**	**0**	**14**	**0**	**0**	**-100.00%**	**-100.00%**	**0.00%**
		TOTAL		**38**	**22**	**0**	**14**	**0**	**0**	**-100.00%**	**-100.00%**	**0.00%**
	AUSTRALIA	RED	CANADA BOTTLED	12,380	8,921	10,737	479	0	0	n/a	-100.00%	0.00%
			IMPORT BOTTLED	5,440,864	4,725,794	4,287,148	4,110,870	3,846,477	1,174,118	-12.53%	-6.43%	10.15%
			RED - TOTAL	**5,453,244**	**4,734,715**	**4,297,886**	**4,111,348**	**3,846,477**	**1,174,118**	**-12.53%**	**-6.44%**	**10.15%**
		ROSE	IMPORT BOTTLED	18,926	20,579	17,062	12,718	13,056	2,913	11.32%	2.65%	3.98%
			ROSE - TOTAL	**18,926**	**20,579**	**17,062**	**12,718**	**13,056**	**2,913**	**11.32%**	**2.65%**	**3.98%**
		WHITE	CANADA BOTTLED	9,833	8,338	5,208	0	16	16	n/a	n/a	0.00%
			IMPORT BOTTLED	2,332,725	2,155,698	1,978,463	1,911,214	1,978,187	573,605	-0.82%	3.50%	7.18%
			WHITE - TOTAL	**2,342,558**	**2,164,036**	**1,983,671**	**1,911,214**	**1,978,203**	**573,621**	**-0.82%**	**3.51%**	**7.18%**
		TOTAL		**7,814,728**	**6,919,330**	**6,298,619**	**6,035,282**	**5,837,736**	**1,750,652**	**-8.98%**	**-3.27%**	**9.13%**
	AUSTRIA	RED	IMPORT BOTTLED	1,196	1,290	655	964	1,404	413	-5.65%	45.68%	10.63%
			RED - TOTAL	**1,196**	**1,290**	**655**	**964**	**1,404**	**413**	**-5.65%**	**45.68%**	**10.63%**
		ROSE	IMPORT BOTTLED	251	476	126	0	0	0	n/a	n/a	0.00%
			ROSE - TOTAL	**251**	**476**	**126**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	7,641	6,226	12,585	8,956	8,445	2,113	1.44%	-5.71%	25.30%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	AUSTRIA	WHITE	**WHITE - TOTAL**	**7,641**	**6,226**	**12,585**	**8,956**	**8,445**	**2,113**	**1.44%**	**-5.71%**	**25.30%**
		TOTAL		**9,088**	**7,993**	**13,366**	**9,920**	**9,849**	**2,526**	**0.21%**	**-0.71%**	**23.21%**
	BULGARIA	RED	IMPORT BOTTLED	12,496	163	-2	575	568	272	25.69%	-1.17%	-3.03%
			RED - TOTAL	**12,496**	**163**	**-2**	**575**	**568**	**272**	**25.69%**	**-1.17%**	**-3.03%**
		WHITE	IMPORT BOTTLED	0	0	0	900	450	18	-94.29%	-50.00%	0.00%
			WHITE - TOTAL	**0**	**0**	**0**	**900**	**450**	**18**	**-94.29%**	**-50.00%**	**0.00%**
		TOTAL		**12,496**	**163**	**-2**	**1,475**	**1,018**	**290**	**-45.48%**	**-30.96%**	**-0.81%**
	CHILE	RED	CANADA BOTTLED	303,025	254,744	197,168	145,808	112,802	26,095	-31.61%	-22.64%	26.52%
			IMPORT BOTTLED	2,027,682	2,116,845	2,218,521	2,190,273	2,149,727	631,654	-5.43%	-1.85%	5.79%
			RED - TOTAL	**2,330,708**	**2,371,588**	**2,415,689**	**2,336,081**	**2,262,529**	**657,749**	**-6.84%**	**-3.15%**	**6.83%**
		ROSE	IMPORT BOTTLED	8,318	7,952	7,612	6,405	5,300	900	-33.92%	-17.26%	2.36%
			ROSE - TOTAL	**8,318**	**7,952**	**7,612**	**6,405**	**5,300**	**900**	**-33.92%**	**-17.26%**	**2.36%**
		WHITE	CANADA BOTTLED	232,728	203,352	150,237	107,002	83,775	19,148	-28.15%	-21.71%	28.55%
			IMPORT BOTTLED	779,160	894,759	975,792	978,959	1,033,295	270,673	3.62%	5.55%	8.94%
			WHITE - TOTAL	**1,011,888**	**1,098,111**	**1,126,028**	**1,085,961**	**1,117,070**	**289,821**	**0.68%**	**2.86%**	**10.41%**
		TOTAL		**3,350,913**	**3,477,651**	**3,549,330**	**3,428,447**	**3,384,899**	**948,470**	**-4.70%**	**-1.27%**	**8.00%**
	CHINA	RED	IMPORT BOTTLED	4,771	3,818	2,942	1,574	656	175	-59.83%	-58.36%	4.81%
			RED - TOTAL	**4,771**	**3,818**	**2,942**	**1,574**	**656**	**175**	**-59.83%**	**-58.36%**	**4.81%**
		WHITE	IMPORT BOTTLED	378	264	187	608	1,354	402	114.40%	122.84%	9.09%
			WHITE - TOTAL	**378**	**264**	**187**	**608**	**1,354**	**402**	**114.40%**	**122.84%**	**9.09%**
		TOTAL		**5,149**	**4,082**	**3,128**	**2,182**	**2,009**	**577**	**-7.35%**	**-7.91%**	**7.69%**
	CROATIA	RED	IMPORT BOTTLED	4,900	4,372	2,866	2,024	140	44	-84.95%	-93.11%	0.00%
			RED - TOTAL	**4,900**	**4,372**	**2,866**	**2,024**	**140**	**44**	**-84.95%**	**-93.11%**	**0.00%**
		WHITE	IMPORT BOTTLED	7	45	198	45	0	0	n/a	-100.00%	0.00%
			WHITE - TOTAL	**7**	**45**	**198**	**45**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
		TOTAL		**4,907**	**4,417**	**3,064**	**2,068**	**140**	**44**	**-84.95%**	**-93.26%**	**0.00%**

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	CZECH REPUBLIC	RED	IMPORT BOTTLED	1,090	836	28	1	0	0	n/a	-100.00%	0.00%
			RED - TOTAL	**1,090**	**836**	**28**	**1**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
		WHITE	IMPORT BOTTLED	1,526	973	6	9	0	0	n/a	-100.00%	0.00%
			WHITE - TOTAL	**1,526**	**973**	**6**	**9**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
		TOTAL		**2,617**	**1,808**	**34**	**10**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
	FRANCE	RED	CANADA BOTTLED	136,960	174,800	162,248	160,799	204,646	55,954	18.89%	27.27%	1.55%
			IMPORT BOTTLED	1,522,704	1,393,200	1,410,036	1,404,977	1,421,128	500,998	4.35%	1.15%	8.55%
			RED - TOTAL	**1,659,664**	**1,568,000**	**1,572,284**	**1,565,776**	**1,625,774**	**556,952**	**5.64%**	**3.83%**	**7.67%**
		ROSE	IMPORT BOTTLED	43,703	64,340	64,164	64,443	75,188	12,514	15.16%	16.67%	9.26%
			ROSE - TOTAL	**43,703**	**64,340**	**64,164**	**64,443**	**75,188**	**12,514**	**15.16%**	**16.67%**	**9.26%**
		WHITE	CANADA BOTTLED	61,618	74,864	56,816	53,600	72,648	16,012	7.69%	35.54%	1.36%
			IMPORT BOTTLED	712,820	636,059	615,792	560,237	572,760	165,161	2.91%	2.24%	14.87%
			WHITE - TOTAL	**774,438**	**710,923**	**672,608**	**613,837**	**645,408**	**181,173**	**3.31%**	**5.14%**	**13.35%**
		TOTAL		**2,477,805**	**2,343,262**	**2,309,055**	**2,244,057**	**2,346,370**	**750,638**	**5.22%**	**4.56%**	**9.28%**
	GEORGIA	RED	IMPORT BOTTLED	0	0	4,241	9,216	9,758	4,066	22.67%	5.88%	1.35%
			RED - TOTAL	**0**	**0**	**4,241**	**9,216**	**9,758**	**4,066**	**22.67%**	**5.88%**	**1.35%**
		WHITE	IMPORT BOTTLED	0	0	126	430	1,997	1,161	364.86%	363.94%	0.98%
			WHITE - TOTAL	**0**	**0**	**126**	**430**	**1,997**	**1,161**	**364.86%**	**363.94%**	**0.98%**
		TOTAL		**0**	**0**	**4,367**	**9,646**	**11,756**	**5,228**	**46.64%**	**21.86%**	**1.29%**
	GERMANY	ICE WINE WHITE	IMPORT BOTTLED	2	0	0	0	10	2	n/a	n/a	0.00%
			ICE WINE WHITE - TOTAL	**2**	**0**	**0**	**0**	**10**	**2**	**n/a**	**n/a**	**0.00%**
		RED	IMPORT BOTTLED	17,342	19,418	17,724	13,580	10,776	4,112	34.20%	-20.65%	5.72%
			RED - TOTAL	**17,342**	**19,418**	**17,724**	**13,580**	**10,776**	**4,112**	**34.20%**	**-20.65%**	**5.72%**
		WHITE	IMPORT BOTTLED	479,672	481,349	478,300	473,404	469,345	151,183	-0.38%	-0.86%	6.03%
			WHITE - TOTAL	**479,672**	**481,349**	**478,300**	**473,404**	**469,345**	**151,183**	**-0.38%**	**-0.86%**	**6.03%**
		TOTAL		**497,016**	**500,767**	**496,024**	**486,983**	**480,131**	**155,297**	**0.31%**	**-1.41%**	**6.02%**

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	GREECE	RED	IMPORT BOTTLED	83,058	63,572	58,036	50,984	46,905	13,595	-8.93%	-8.00%	66.83%
			RED - TOTAL	**83,058**	**63,572**	**58,036**	**50,984**	**46,905**	**13,595**	**-8.93%**	**-8.00%**	**66.83%**
		ROSE	IMPORT BOTTLED	9	58	0	0	0	0	n/a	n/a	0.00%
			ROSE - TOTAL	**9**	**58**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	69,273	57,096	55,767	51,247	46,655	12,090	-3.96%	-8.96%	57.32%
			WHITE - TOTAL	**69,273**	**57,096**	**55,767**	**51,247**	**46,655**	**12,090**	**-3.96%**	**-8.96%**	**57.32%**
		TOTAL		**152,340**	**120,726**	**113,804**	**102,230**	**93,560**	**25,685**	**-6.65%**	**-8.48%**	**62.09%**
	HUNGARY	RED	IMPORT BOTTLED	33,717	24,756	24,177	21,881	27,216	11,708	72.23%	24.38%	1.27%
			RED - TOTAL	**33,717**	**24,756**	**24,177**	**21,881**	**27,216**	**11,708**	**72.23%**	**24.38%**	**1.27%**
		WHITE	IMPORT BOTTLED	93,240	77,302	86,016	88,997	79,568	20,670	-21.44%	-10.59%	6.18%
			WHITE - TOTAL	**93,240**	**77,302**	**86,016**	**88,997**	**79,568**	**20,670**	**-21.44%**	**-10.59%**	**6.18%**
		TOTAL		**126,956**	**102,059**	**110,193**	**110,878**	**106,784**	**32,378**	**-2.21%**	**-3.69%**	**4.93%**
	INDIA	RED	IMPORT BOTTLED	16	-1	0	0	0	0	n/a	n/a	0.00%
			RED - TOTAL	**16**	**-1**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		ROSE	IMPORT BOTTLED	326	140	0	0	0	0	n/a	n/a	0.00%
			ROSE - TOTAL	**326**	**140**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	15	2	0	0	544	544	n/a	n/a	25.62%
			WHITE - TOTAL	**15**	**2**	**0**	**0**	**544**	**544**	**n/a**	**n/a**	**25.62%**
		TOTAL		**357**	**142**	**0**	**0**	**544**	**544**	**n/a**	**n/a**	**25.62%**
	ISRAEL	RED	IMPORT BOTTLED	10,507	8,880	6,760	6,614	6,393	1,784	1.36%	-3.33%	3.78%
			RED - TOTAL	**10,507**	**8,880**	**6,760**	**6,614**	**6,393**	**1,784**	**1.36%**	**-3.33%**	**3.78%**
		ROSE	IMPORT BOTTLED	0	0	45	591	712	148	-8.37%	20.56%	26.74%
			ROSE - TOTAL	**0**	**0**	**45**	**591**	**712**	**148**	**-8.37%**	**20.56%**	**26.74%**
		WHITE	IMPORT BOTTLED	4,380	3,406	3,583	3,497	3,072	817	-2.16%	-12.16%	0.63%
			WHITE - TOTAL	**4,380**	**3,406**	**3,583**	**3,497**	**3,072**	**817**	**-2.16%**	**-12.16%**	**0.63%**
		TOTAL		**14,886**	**12,286**	**10,388**	**10,702**	**10,177**	**2,749**	**-0.27%**	**-4.90%**	**4.44%**

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	ITALY	RED	IMPORT BOTTLED	2,278,856	2,135,465	2,149,052	2,151,883	2,150,779	705,167	4.66%	-0.05%	15.95%
			RED - TOTAL	**2,278,856**	**2,135,465**	**2,149,052**	**2,151,883**	**2,150,779**	**705,167**	**4.66%**	**-0.05%**	**15.95%**
		ROSE	IMPORT BOTTLED	2,598	5,073	27,286	41,919	41,887	10,663	11.95%	-0.08%	3.39%
			ROSE - TOTAL	**2,598**	**5,073**	**27,286**	**41,919**	**41,887**	**10,663**	**11.95%**	**-0.08%**	**3.39%**
		WHITE	IMPORT BOTTLED	1,148,728	1,151,850	1,194,800	1,239,416	1,348,851	396,913	8.62%	8.83%	20.65%
			WHITE - TOTAL	**1,148,728**	**1,151,850**	**1,194,800**	**1,239,416**	**1,348,851**	**396,913**	**8.62%**	**8.83%**	**20.65%**
		TOTAL		**3,430,181**	**3,292,388**	**3,371,138**	**3,433,218**	**3,541,517**	**1,112,742**	**6.10%**	**3.15%**	**17.59%**
	LEBANON	RED	IMPORT BOTTLED	914	428	363	440	360	143	24.84%	-18.09%	53.54%
			RED - TOTAL	**914**	**428**	**363**	**440**	**360**	**143**	**24.84%**	**-18.09%**	**53.54%**
		ROSE	IMPORT BOTTLED	178	8	92	146	111	-2	-108.33%	-23.71%	100.00%
			ROSE - TOTAL	**178**	**8**	**92**	**146**	**111**	**-2**	**-108.33%**	**-23.71%**	**100.00%**
		WHITE	IMPORT BOTTLED	278	124	183	160	53	10	-80.28%	-66.82%	83.10%
			WHITE - TOTAL	**278**	**124**	**183**	**160**	**53**	**10**	**-80.28%**	**-66.82%**	**83.10%**
		TOTAL		**1,370**	**560**	**638**	**746**	**524**	**152**	**-18.15%**	**-29.68%**	**66.38%**
	MEXICO	RED	IMPORT BOTTLED	1,291	916	1,083	797	621	64	-67.18%	-22.11%	17.39%
			RED - TOTAL	**1,291**	**916**	**1,083**	**797**	**621**	**64**	**-67.18%**	**-22.11%**	**17.39%**
		WHITE	IMPORT BOTTLED	90	171	351	135	99	11	-37.50%	-26.67%	0.00%
			WHITE - TOTAL	**90**	**171**	**351**	**135**	**99**	**11**	**-37.50%**	**-26.67%**	**0.00%**
		TOTAL		**1,381**	**1,088**	**1,434**	**932**	**720**	**76**	**-64.69%**	**-22.77%**	**16.56%**
	MOLDOVA, REPUBLIC OF	RED	IMPORT BOTTLED	131	18	0	0	0	0	n/a	n/a	0.00%
			RED - TOTAL	**131**	**18**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	9	0	0	0	0	0	n/a	n/a	0.00%
			WHITE - TOTAL	**9**	**0**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		TOTAL		**140**	**18**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
	MONTENEGRO	RED	IMPORT BOTTLED	4,236	3,383	4,185	3,835	4,613	1,712	23.48%	20.30%	1.50%
			RED - TOTAL	**4,236**	**3,383**	**4,185**	**3,835**	**4,613**	**1,712**	**23.48%**	**20.30%**	**1.50%**

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	MONTENEGRO	**TOTAL**		**4,236**	**3,383**	**4,185**	**3,835**	**4,613**	**1,712**	**23.48%**	**20.30%**	**1.50%**
	MOROCCO	RED	IMPORT BOTTLED	289	14	3	0	0	0	n/a	n/a	0.00%
			RED - TOTAL	**289**	**14**	**3**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		TOTAL		**289**	**14**	**3**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
	NEW ZEALAND	RED	IMPORT BOTTLED	62,577	65,350	85,820	93,390	117,089	36,710	17.89%	25.38%	17.16%
			RED - TOTAL	**62,577**	**65,350**	**85,820**	**93,390**	**117,089**	**36,710**	**17.89%**	**25.38%**	**17.16%**
		ROSE	IMPORT BOTTLED	3,267	768	1,430	922	0	0	-100.00%	-100.00%	0.00%
			ROSE - TOTAL	**3,267**	**768**	**1,430**	**922**	**0**	**0**	**-100.00%**	**-100.00%**	**0.00%**
		WHITE	CANADA BOTTLED	0	0	0	0	5,294	3,693	n/a	n/a	35.17%
			IMPORT BOTTLED	522,968	587,415	764,144	922,082	1,118,944	322,539	20.14%	21.35%	20.04%
			WHITE - TOTAL	**522,968**	**587,415**	**764,144**	**922,082**	**1,124,237**	**326,232**	**21.52%**	**21.92%**	**20.11%**
		TOTAL		**588,812**	**653,534**	**851,393**	**1,016,394**	**1,241,326**	**362,943**	**21.13%**	**22.13%**	**19.84%**
	PORTUGAL	RED	CANADA BOTTLED	0	0	0	0	18	18	n/a	n/a	0.00%
			IMPORT BOTTLED	102,784	111,923	118,162	139,497	110,009	36,253	9.92%	-21.14%	4.46%
			RED - TOTAL	**102,784**	**111,923**	**118,162**	**139,497**	**110,027**	**36,271**	**9.98%**	**-21.13%**	**4.46%**
		ROSE	IMPORT BOTTLED	65,893	61,575	75,577	69,962	72,008	24,796	19.70%	2.92%	1.97%
			ROSE - TOTAL	**65,893**	**61,575**	**75,577**	**69,962**	**72,008**	**24,796**	**19.70%**	**2.92%**	**1.97%**
		WHITE	IMPORT BOTTLED	79,989	91,292	103,318	106,393	118,371	25,720	8.92%	11.26%	3.81%
			WHITE - TOTAL	**79,989**	**91,292**	**103,318**	**106,393**	**118,371**	**25,720**	**8.92%**	**11.26%**	**3.81%**
		TOTAL		**248,666**	**264,790**	**297,057**	**315,852**	**300,406**	**86,787**	**12.26%**	**-4.89%**	**3.61%**
	ROMANIA	RED	IMPORT BOTTLED	-2	0	0	0	0	0	n/a	n/a	0.00%
			RED - TOTAL	**-2**	**0**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	2	0	0	1	18	0	-100.00%	2,300.00%	0.00%
			WHITE - TOTAL	**2**	**0**	**0**	**1**	**18**	**0**	**-100.00%**	**2,300.00%**	**0.00%**
		TOTAL		**0**	**0**	**0**	**1**	**18**	**0**	**-100.00%**	**2,300.00%**	**0.00%**
	SLOVENIA	RED	IMPORT BOTTLED	0	0	18	40	0	0	n/a	-100.00%	0.00%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	SLOVENIA	RED	**RED - TOTAL**	**0**	**0**	**18**	**40**	**0**	**0**	**n/a**	**-100.00%**	**0.00%**
		WHITE	IMPORT BOTTLED	189	351	26	36	17	4	n/a	-52.08%	0.00%
			WHITE - TOTAL	**189**	**351**	**26**	**36**	**17**	**4**	**n/a**	**-52.08%**	**0.00%**
		TOTAL		**189**	**351**	**44**	**76**	**17**	**4**	**n/a**	**-77.45%**	**0.00%**
	SOUTH AFRICA	RED	CANADA BOTTLED	576	743	336	0	0	0	n/a	n/a	0.00%
			IMPORT BOTTLED	680,769	665,804	608,014	582,840	536,619	164,608	-7.36%	-7.93%	4.73%
			RED - TOTAL	**681,345**	**666,547**	**608,350**	**582,840**	**536,619**	**164,608**	**-7.36%**	**-7.93%**	**4.73%**
		ROSE	IMPORT BOTTLED	2,314	206	1,204	1,548	153	0	n/a	-90.12%	0.00%
			ROSE - TOTAL	**2,314**	**206**	**1,204**	**1,548**	**153**	**0**	**n/a**	**-90.12%**	**0.00%**
		WHITE	CANADA BOTTLED	564	648	228	0	0	0	n/a	n/a	0.00%
			IMPORT BOTTLED	376,226	385,456	380,866	424,581	412,637	105,070	-9.32%	-2.81%	6.06%
			WHITE - TOTAL	**376,790**	**386,104**	**381,094**	**424,581**	**412,637**	**105,070**	**-9.32%**	**-2.81%**	**6.06%**
		TOTAL		**1,060,449**	**1,052,858**	**990,648**	**1,008,969**	**949,409**	**269,678**	**-8.13%**	**-5.90%**	**5.31%**
	SPAIN	RED	IMPORT BOTTLED	754,479	715,103	785,566	970,370	1,072,455	355,786	9.47%	10.52%	5.99%
			RED - TOTAL	**754,479**	**715,103**	**785,566**	**970,370**	**1,072,455**	**355,786**	**9.47%**	**10.52%**	**5.99%**
		ROSE	IMPORT BOTTLED	11,530	12,194	14,114	10,976	11,393	2,694	68.48%	3.80%	13.63%
			ROSE - TOTAL	**11,530**	**12,194**	**14,114**	**10,976**	**11,393**	**2,694**	**68.48%**	**3.80%**	**13.63%**
		WHITE	IMPORT BOTTLED	47,463	48,102	53,381	72,225	72,391	26,023	59.96%	0.23%	13.33%
			WHITE - TOTAL	**47,463**	**48,102**	**53,381**	**72,225**	**72,391**	**26,023**	**59.96%**	**0.23%**	**13.33%**
		TOTAL		**813,473**	**775,399**	**853,060**	**1,053,572**	**1,156,240**	**384,503**	**12.14%**	**9.74%**	**6.52%**
	SWITZERLAND	RED	IMPORT BOTTLED	90	0	0	0	0	0	n/a	n/a	0.00%
			RED - TOTAL	**90**	**0**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	90	0	240	78	1	0	-100.00%	-99.04%	0.00%
			WHITE - TOTAL	**90**	**0**	**240**	**78**	**1**	**0**	**-100.00%**	**-99.04%**	**0.00%**
		TOTAL		**180**	**0**	**240**	**78**	**1**	**0**	**-100.00%**	**-99.04%**	**0.00%**
	TURKEY	RED	IMPORT BOTTLED	0	180	0	514	296	35	-75.52%	-42.48%	5.58%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	TURKEY	RED	**RED - TOTAL**	**0**	**180**	**0**	**514**	**296**	**35**	**-75.52%**	**-42.48%**	**5.58%**
		TOTAL		**0**	**180**	**0**	**514**	**296**	**35**	**-75.52%**	**-42.48%**	**5.58%**
	UNITED STATES OF AMERICA	ICE WINE WHITE	IMPORT BOTTLED	0	0	0	0	14	0	n/a	n/a	0.00%
			ICE WINE WHITE - TOTAL	**0**	**0**	**0**	**0**	**14**	**0**	**n/a**	**n/a**	**0.00%**
		RED	CANADA BOTTLED	482,844	508,886	469,360	388,281	333,910	85,736	-18.69%	-14.00%	1.58%
			IMPORT BOTTLED	2,755,540	2,757,588	2,880,830	3,181,381	3,755,046	1,278,107	20.06%	18.03%	12.99%
			RED - TOTAL	**3,238,384**	**3,266,474**	**3,350,190**	**3,569,662**	**4,088,955**	**1,363,843**	**16.57%**	**14.55%**	**12.06%**
		ROSE	CANADA BOTTLED	11,298	11,259	6,080	1,126	682	52	-79.17%	-39.41%	1.32%
			IMPORT BOTTLED	522,106	501,071	484,678	464,169	462,018	128,092	-1.11%	-0.46%	5.52%
			ROSE - TOTAL	**533,404**	**512,330**	**490,758**	**465,296**	**462,701**	**128,145**	**-1.26%**	**-0.56%**	**5.52%**
		WHITE	CANADA BOTTLED	260,738	271,292	233,754	199,102	141,357	32,575	-29.45%	-29.00%	2.25%
			IMPORT BOTTLED	1,578,870	1,660,869	1,696,370	1,783,784	1,874,955	536,566	4.43%	5.11%	10.99%
			WHITE - TOTAL	**1,839,608**	**1,932,161**	**1,930,125**	**1,982,887**	**2,016,312**	**569,141**	**1.64%**	**1.69%**	**10.37%**
		TOTAL		**5,611,396**	**5,710,965**	**5,771,073**	**6,017,844**	**6,567,982**	**2,061,129**	**10.83%**	**9.14%**	**11.08%**
	URUGUAY	RED	IMPORT BOTTLED	956	829	2,911	1,147	944	345	18.86%	-17.72%	3.18%
			RED - TOTAL	**956**	**829**	**2,911**	**1,147**	**944**	**345**	**18.86%**	**-17.72%**	**3.18%**
		WHITE	IMPORT BOTTLED	0	0	36	52	-1	0	100.00%	-101.45%	0.00%
			WHITE - TOTAL	**0**	**0**	**36**	**52**	**-1**	**0**	**100.00%**	**-101.45%**	**0.00%**
		TOTAL		**956**	**829**	**2,947**	**1,198**	**943**	**345**	**19.17%**	**-21.34%**	**3.18%**
IMPORT TABLE WINE - SUMMARY			CANADA BOTTLED	1,512,564	1,517,847	1,292,172	1,056,198	955,148	239,300	-14.11%	-9.57%	7.15%
			IMPORT BOTTLED	26,536,563	26,195,659	26,539,152	27,162,973	28,051,008	8,623,724	2.28%	3.27%	11.24%
IMPORT TABLE WINE - TOTAL				**28,049,127**	**27,713,506**	**27,831,324**	**28,219,172**	**29,006,156**	**8,863,024**	**1.75%**	**2.79%**	**11.10%**
SPARKLING WINE	ARGENTINA	RED		0	0	36	54	36	0	-100.00%	-33.33%	0.00%
		ROSE		0	0	126	202	99	63	75.00%	-51.11%	50.00%
		WHITE		1,487	1,947	2,871	2,538	4,907	2,032	29.38%	93.33%	7.08%
		TOTAL		**1,487**	**1,947**	**3,033**	**2,795**	**5,042**	**2,095**	**27.54%**	**80.42%**	**7.93%**

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	AUSTRALIA	RED	15,359	12,568	10,616	10,053	7,780	2,414	-39.54%	-22.61%	1.00%
		ROSE	47,053	79,077	79,482	72,549	74,801	25,407	-6.92%	3.10%	3.57%
		WHITE	124,334	120,399	98,974	91,954	95,720	42,926	3.80%	4.09%	4.67%
		TOTAL	**186,746**	**212,044**	**189,072**	**174,556**	**178,301**	**70,747**	**-2.61%**	**2.14%**	**4.05%**
	AUSTRIA	ROSE	0	0	0	0	9	0	n/a	n/a	0.00%
		TOTAL	**0**	**0**	**0**	**0**	**9**	**0**	**n/a**	**n/a**	**0.00%**
	CHILE	ROSE	9,469	14,797	15,107	19,535	17,125	5,036	-19.53%	-12.33%	1.27%
		WHITE	873	153	91	122	24	0	-100.00%	-80.25%	0.00%
		TOTAL	**10,342**	**14,950**	**15,198**	**19,656**	**17,149**	**5,036**	**-21.06%**	**-12.75%**	**1.27%**
	CHINA	WHITE	0	0	0	115	182	43	29.55%	58.17%	0.41%
		TOTAL	**0**	**0**	**0**	**115**	**182**	**43**	**29.55%**	**58.17%**	**0.41%**
	CZECH REPUBLIC	WHITE	1,438	226	4	0	0	0	n/a	n/a	0.00%
		TOTAL	**1,438**	**226**	**4**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**
	FRANCE	RED	0	0	0	1,979	0	0	-100.00%	-100.00%	0.00%
		ROSE	33,143	30,578	35,496	42,679	46,671	15,171	-7.12%	9.36%	10.80%
		ROSE TABLE WINE	0	0	1,395	2,708	3,890	1,616	4.56%	43.66%	6.67%
		WHITE	200,200	173,869	172,865	169,162	174,275	70,581	-2.36%	3.02%	25.73%
		WHITE TABLE WINE	4,628	4,408	6,529	5,975	4,937	2,098	8.45%	-17.37%	16.16%
		TOTAL	**237,971**	**208,856**	**216,285**	**222,502**	**229,773**	**89,467**	**-2.87%**	**3.27%**	**22.17%**
	GERMANY	ROSE	27	8,927	16,600	17,498	19,552	8,993	-6.47%	11.74%	4.57%
		WHITE	156,538	154,013	164,922	159,707	146,927	66,270	-12.84%	-8.00%	12.24%
		TOTAL	**156,565**	**162,940**	**181,522**	**177,204**	**166,479**	**75,262**	**-12.12%**	**-6.05%**	**11.34%**
	HUNGARY	WHITE	17,046	19,700	19,924	17,342	12,478	4,693	-31.09%	-28.05%	1.54%
		TOTAL	**17,046**	**19,700**	**19,924**	**17,342**	**12,478**	**4,693**	**-31.09%**	**-28.05%**	**1.54%**
	ISRAEL	WHITE	90	0	0	0	0	0	n/a	n/a	0.00%
		TOTAL	**90**	**0**	**0**	**0**	**0**	**0**	**n/a**	**n/a**	**0.00%**

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	ITALY	RED	0	36	4	0	115	2	n/a	n/a	0.00%
		ROSE	5,092	8,890	12,454	11,758	12,161	5,671	16.44%	3.43%	11.34%
		WHITE	132,342	152,622	169,205	197,786	237,624	95,484	19.53%	20.14%	23.59%
		TOTAL	**137,433**	**161,549**	**181,664**	**209,544**	**249,900**	**101,157**	**19.36%**	**19.20%**	**23.00%**
	NEW ZEALAND	ROSE	171	36	54	1,876	4,852	1,798	9.45%	158.66%	9.01%
		WHITE	5,660	3,744	4,458	13,136	13,114	4,573	-14.30%	-0.17%	12.23%
		TOTAL	**5,830**	**3,780**	**4,512**	**15,011**	**17,966**	**6,370**	**-8.71%**	**19.68%**	**11.36%**
	PORTUGAL	ROSE	189	717	590	35	0	0	n/a	-100.00%	0.00%
		WHITE	230	230	501	109	234	72	33.33%	115.17%	36.54%
		TOTAL	**418**	**946**	**1,090**	**144**	**234**	**72**	**33.33%**	**62.50%**	**36.54%**
	SOUTH AFRICA	ROSE	0	269	0	135	90	27	50.00%	-33.33%	0.00%
		WHITE	1,580	12,626	19,238	17,192	14,812	4,282	-26.86%	-13.84%	5.40%
		TOTAL	**1,580**	**12,895**	**19,238**	**17,326**	**14,902**	**4,310**	**-26.62%**	**-13.99%**	**5.40%**
	SPAIN	RED	22	0	18	32	50	0	n/a	57.14%	0.00%
		ROSE	16,194	13,376	20,432	16,827	12,250	4,024	-28.52%	-27.20%	9.86%
		WHITE	267,188	253,051	268,652	256,477	246,072	98,099	-12.38%	-4.06%	17.48%
		TOTAL	**283,403**	**266,426**	**289,102**	**273,336**	**258,371**	**102,123**	**-13.15%**	**-5.47%**	**17.12%**
	UNITED STATES OF AMERICA	ROSE	1,512	17,570	13,182	4,586	2,013	590	-29.73%	-56.10%	4.02%
		WHITE	128,476	111,193	109,020	105,416	94,252	36,013	-8.85%	-10.59%	11.02%
		TOTAL	**129,988**	**128,763**	**122,202**	**110,002**	**96,265**	**36,603**	**-9.28%**	**-12.49%**	**10.87%**
IMPORT SPARKLING WINE - TOTAL			**1,170,339**	**1,195,023**	**1,242,846**	**1,239,534**	**1,247,050**	**497,977**	**-4.39%**	**0.61%**	**15.47%**
WINE - GIFT PACKS		AUSTRALIA	8,773	6,442	4,876	139	0	0	n/a	-100.00%	0.00%
		CHILE	0	0	0	801	229	70	-91.26%	-71.40%	10.04%
		FRANCE	653	946	1,667	1,936	2,106	1,892	21.24%	8.75%	2.74%
		ITALY	2,831	514	0	1,462	338	0	-100.00%	-76.92%	0.00%
		PORTUGAL	21	38	1	0	0	0	n/a	n/a	0.00%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN LITRES

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
WINE - GIFT PACKS	SOUTH AFRICA	0	8,094	588	0	1,641	1,641	n/a	n/a	0.14%
	SPAIN	0	2,051	1,024	2	1,540	1,540	n/a	102,540.00%	0.78%
	UNITED STATES OF AMERICA	10	0	0	2,684	230	0	-100.00%	-91.45%	0.00%
IMPORT WINE - GIFT PACKS - TOTAL		**12,289**	**18,087**	**8,156**	**7,024**	**6,083**	**5,143**	**-20.81%**	**-13.40%**	**1.64%**
IMPORT WINE - TOTAL		**30,293,767**	**29,918,106**	**30,050,811**	**30,429,851**	**31,221,635**	**9,677,746**	**1.34%**	**2.60%**	**11.83%**

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	FLAVOURED	AUSTRALIA	$76	$65	$69	$61	$50	$20	-18.43%	-18.07%	2.14%
		CHINA	$0	$0	$19	$36	$27	$8	-2.67%	-24.95%	1.52%
		FRANCE	$0	$0	$0	$0	$29	$10	n/a	n/a	0.00%
		ITALY	$3	$1	$52	$341	$362	$106	-20.46%	6.10%	12.78%
		SLOVAK REPUBLIC	$0	$0	$0	$0	$1	$1	n/a	n/a	0.00%
		SOUTH AFRICA	$0	$0	$0	$0	$34	$0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	$70	$44	$25	$26	$245	$140	1,560.48%	844.35%	0.28%
		FLAVOURED	**$149**	**$111**	**$165**	**$465**	**$750**	**$286**	**57.12%**	**47.24%**	**7.07%**
	FRUIT	ARMENIA	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
		DENMARK	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
		FRANCE	$0	$0	$1	$0	$0	$0	n/a	0.00%	0.00%
		JAPAN	$245	$285	$284	$293	$303	$92	3.89%	3.58%	31.41%
		KOREA - SOUTH	$9	$3	$4	$4	$4	$2	33.69%	-7.64%	2.59%
		TURKEY	$0	$1	$0	$0	$0	$0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	$35	$34	$54	$66	$105	$49	173.71%	58.87%	36.78%
		FRUIT	**$289**	**$322**	**$343**	**$363**	**$412**	**$143**	**32.34%**	**13.54%**	**32.57%**
	MADEIRA	PORTUGAL	$181	$173	$181	$175	$165	$68	-9.15%	-5.54%	21.91%
		MADEIRA	**$181**	**$173**	**$181**	**$175**	**$165**	**$68**	**-9.15%**	**-5.54%**	**21.91%**
	MONTILLA	SPAIN	$207	$189	$174	$205	$205	$75	-6.71%	0.08%	5.69%
		MONTILLA	**$207**	**$189**	**$174**	**$205**	**$205**	**$75**	**-6.71%**	**0.08%**	**5.69%**
	OTHER	AUSTRALIA	$0	$0	$0	$3	$6	$2	-8.32%	110.48%	4.00%
		OTHER	**$0**	**$0**	**$0**	**$3**	**$6**	**$2**	**-8.32%**	**110.48%**	**4.00%**
	OTHER FORTIFIED	ARGENTINA	$0	$0	$0	$2	$0	$0	-100.00%	-100.00%	0.00%
		AUSTRALIA	$24	$25	$25	$21	$14	$3	-67.44%	-34.60%	32.00%
		CHINA	$150	$140	$150	$158	$152	$46	2.51%	-3.62%	18.46%
		FRANCE	$586	$564	$550	$560	$594	$193	0.64%	5.98%	10.52%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE	OTHER FORTIFIED	GREECE	$13	$1	$2	$1	$0	$0	n/a	-100.00%	0.00%
		ITALY	$309	$325	$318	$325	$308	$105	-3.87%	-5.22%	31.82%
		JAPAN	$0	$5	$17	$49	$78	$23	112.53%	58.63%	84.95%
		KOREA - SOUTH	$145	$109	$100	$141	$138	$53	46.90%	-1.99%	35.73%
		SPAIN	$0	$2	$0	$0	$0	$0	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	$81	$71	$65	$61	$58	$19	-6.32%	-4.46%	26.09%
		URUGUAY	$0	$0	$1	$0	$0	$0	n/a	n/a	0.00%
		OTHER FORTIFIED	**$1,308**	**$1,243**	**$1,228**	**$1,318**	**$1,343**	**$443**	**4.85%**	**1.86%**	**24.14%**
	PORT	AUSTRALIA	$597	$447	$372	$325	$328	$117	4.16%	1.09%	13.03%
		PORTUGAL	$3,478	$3,188	$3,350	$3,126	$2,989	$1,300	-2.10%	-4.38%	11.78%
		SOUTH AFRICA	$316	$263	$289	$308	$276	$96	-9.07%	-10.33%	11.04%
		UNITED STATES OF AMERICA	$2	$1	$2	$1	$4	$0	-100.00%	529.29%	0.00%
		PORT	**$4,393**	**$3,900**	**$4,013**	**$3,759**	**$3,597**	**$1,513**	**-2.14%**	**-4.31%**	**11.83%**
	SAKE	JAPAN	$1,668	$1,644	$1,852	$1,966	$2,150	$632	11.92%	9.38%	51.52%
		KOREA - SOUTH	$58	$39	$34	$36	$36	$11	2.98%	-2.23%	39.32%
		UNITED STATES OF AMERICA	$3,302	$3,150	$3,168	$3,187	$3,168	$915	-0.29%	-0.60%	57.26%
		SAKE	**$5,028**	**$4,833**	**$5,054**	**$5,189**	**$5,354**	**$1,559**	**4.35%**	**3.17%**	**54.84%**
	SHERRY	AUSTRALIA	$399	$381	$435	$501	$436	$139	-25.38%	-13.08%	0.87%
		NEW ZEALAND	$413	$372	$137	$0	$0	$0	-100.00%	-219.99%	0.00%
		SOUTH AFRICA	$389	$304	$325	$281	$278	$91	50.86%	-0.97%	0.51%
		SPAIN	$1,587	$1,456	$1,437	$1,395	$1,330	$562	-6.65%	-4.69%	2.85%
		SHERRY	**$2,788**	**$2,513**	**$2,334**	**$2,178**	**$2,044**	**$792**	**-6.69%**	**-6.15%**	**2.11%**
	VERMOUTH	FRANCE	$270	$224	$227	$221	$191	$53	-15.48%	-13.84%	12.71%
		ITALY	$2,474	$2,373	$2,290	$2,234	$2,203	$675	-1.91%	-1.39%	6.80%
		SLOVAK REPUBLIC	$0	$0	$0	$0	$1	$1	n/a	n/a	0.00%
		UNITED STATES OF AMERICA	$1	$8	$7	$10	$10	$2	-20.36%	-5.06%	38.76%

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
APERITIF, DESSERT AND FORTIFIED WINE		VERMOUTH	**VERMOUTH**	**$2,745**	**$2,605**	**$2,525**	**$2,465**	**$2,404**	**$731**	**-3.10%**	**-2.52%**	**7.39%**
IMPORT APERITIF, DESSERT AND FORTIFIED WINE - TOTAL				**$17,090**	**$15,888**	**$16,016**	**$16,120**	**$16,279**	**$5,612**	**1.95%**	**0.98%**	25.41%
TABLE WINE	ARGENTINA	RED	IMPORT BOTTLED	$22,755	$30,894	$36,858	$40,572	$41,409	$13,169	-0.19%	2.06%	14.39%
			RED - TOTAL	**$22,755**	**$30,894**	**$36,858**	**$40,572**	**$41,409**	**$13,169**	**-0.19%**	**2.06%**	**14.39%**
		ROSE	IMPORT BOTTLED	$2	$61	$125	$122	$94	$14	-56.14%	-23.22%	1.75%
			ROSE - TOTAL	**$2**	**$61**	**$125**	**$122**	**$94**	**$14**	**-56.14%**	**-23.22%**	**1.75%**
		WHITE	IMPORT BOTTLED	$2,448	$3,947	$4,256	$4,676	$5,012	$1,319	-5.72%	7.19%	8.66%
			WHITE - TOTAL	**$2,448**	**$3,947**	**$4,256**	**$4,676**	**$5,012**	**$1,319**	**-5.72%**	**7.19%**	**8.66%**
		TOTAL		**$25,205**	**$34,903**	**$41,239**	**$45,370**	**$46,515**	**$14,502**	**-0.85%**	**2.52%**	**13.74%**
	ARMENIA	WHITE	IMPORT BOTTLED	$1	$1	$0	$0	$0	$0	-100.00%	-100.00%	0.00%
			WHITE - TOTAL	**$1**	**$1**	**$0**	**$0**	**$0**	**$0**	**-100.00%**	**-100.00%**	**0.00%**
		TOTAL		**$1**	**$1**	**$0**	**$0**	**$0**	**$0**	**-100.00%**	**-100.00%**	**0.00%**
	AUSTRALIA	RED	CANADA BOTTLED	$154	$97	$110	$6	$0	$0	n/a	-100.00%	0.00%
			IMPORT BOTTLED	$93,113	$79,549	$73,080	$70,891	$66,422	$20,363	-11.72%	-6.30%	10.95%
			RED - TOTAL	**$93,267**	**$79,645**	**$73,190**	**$70,896**	**$66,422**	**$20,363**	**-11.72%**	**-6.31%**	**10.95%**
		ROSE	IMPORT BOTTLED	$267	$311	$271	$205	$204	$46	11.27%	-0.24%	5.04%
			ROSE - TOTAL	**$267**	**$311**	**$271**	**$205**	**$204**	**$46**	**11.27%**	**-0.24%**	**5.04%**
		WHITE	CANADA BOTTLED	$121	$84	$53	$0	$0	$0	n/a	n/a	0.00%
			IMPORT BOTTLED	$32,669	$29,701	$27,492	$26,596	$27,008	$7,729	-2.11%	1.55%	7.70%
			WHITE - TOTAL	**$32,790**	**$29,785**	**$27,546**	**$26,596**	**$27,009**	**$7,729**	**-2.11%**	**1.55%**	**7.70%**
		TOTAL		**$126,324**	**$109,742**	**$101,006**	**$97,697**	**$93,635**	**$28,138**	**-9.24%**	**-4.16%**	**10.00%**
	AUSTRIA	RED	IMPORT BOTTLED	$32	$34	$18	$23	$29	$9	-9.71%	27.23%	11.62%
			RED - TOTAL	**$32**	**$34**	**$18**	**$23**	**$29**	**$9**	**-9.71%**	**27.23%**	**11.62%**
		ROSE	IMPORT BOTTLED	$6	$9	$2	$0	$0	$0	n/a	n/a	0.00%
			ROSE - TOTAL	**$6**	**$9**	**$2**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	$205	$161	$299	$231	$204	$53	2.68%	-11.82%	26.35%

IMPORT WINE MARKET
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SALES IN RETAIL DOLLARS (000s)

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	AUSTRIA	WHITE	**WHITE - TOTAL**	**$205**	**$161**	**$299**	**$231**	**$204**	**$53**	**2.68%**	**-11.82%**	**26.35%**
		TOTAL		**$242**	**$203**	**$319**	**$254**	**$233**	**$62**	**0.75%**	**-8.32%**	**24.52%**
	BULGARIA	RED	IMPORT BOTTLED	$114	$2	$0	$11	$12	$7	58.90%	8.17%	-2.94%
			RED - TOTAL	**$114**	**$2**	**$0**	**$11**	**$12**	**$7**	**58.90%**	**8.17%**	**-2.94%**
		WHITE	IMPORT BOTTLED	$0	$0	$0	$15	$7	$0	-95.22%	-55.35%	0.00%
			WHITE - TOTAL	**$0**	**$0**	**$0**	**$15**	**$7**	**$0**	**-95.22%**	**-55.35%**	**0.00%**
		TOTAL		**$114**	**$2**	**$0**	**$26**	**$19**	**$7**	**-28.24%**	**-28.97%**	**-1.17%**
	CHILE	RED	CANADA BOTTLED	$2,681	$2,251	$1,779	$1,319	$990	$227	-32.90%	-24.95%	24.10%
			IMPORT BOTTLED	$26,989	$27,747	$28,906	$28,865	$29,090	$8,523	-4.25%	0.78%	6.62%
			RED - TOTAL	**$29,669**	**$29,998**	**$30,684**	**$30,185**	**$30,081**	**$8,750**	**-5.30%**	**-0.34%**	**7.19%**
		ROSE	IMPORT BOTTLED	$124	$127	$122	$102	$80	$14	-33.86%	-21.18%	2.46%
			ROSE - TOTAL	**$124**	**$127**	**$122**	**$102**	**$80**	**$14**	**-33.86%**	**-21.18%**	**2.46%**
		WHITE	CANADA BOTTLED	$2,050	$1,793	$1,349	$968	$739	$168	-29.22%	-23.69%	26.04%
			IMPORT BOTTLED	$9,991	$11,282	$12,177	$12,325	$13,178	$3,445	2.91%	6.92%	9.78%
			WHITE - TOTAL	**$12,042**	**$13,075**	**$13,526**	**$13,293**	**$13,916**	**$3,613**	**0.78%**	**4.69%**	**10.65%**
		TOTAL		**$41,836**	**$43,200**	**$44,332**	**$43,579**	**$44,077**	**$12,377**	**-3.65%**	**1.14%**	**8.27%**
	CHINA	RED	IMPORT BOTTLED	$79	$73	$51	$29	$14	$4	-55.25%	-51.89%	4.86%
			RED - TOTAL	**$79**	**$73**	**$51**	**$29**	**$14**	**$4**	**-55.25%**	**-51.89%**	**4.86%**
		WHITE	IMPORT BOTTLED	$6	$5	$3	$10	$19	$5	76.94%	95.68%	8.18%
			WHITE - TOTAL	**$6**	**$5**	**$3**	**$10**	**$19**	**$5**	**76.94%**	**95.68%**	**8.18%**
		TOTAL		**$85**	**$78**	**$55**	**$38**	**$33**	**$9**	**-21.83%**	**-14.67%**	**6.78%**
	CROATIA	RED	IMPORT BOTTLED	$68	$60	$38	$27	$4	$1	-83.93%	-86.73%	0.00%
			RED - TOTAL	**$68**	**$60**	**$38**	**$27**	**$4**	**$1**	**-83.93%**	**-86.73%**	**0.00%**
		WHITE	IMPORT BOTTLED	$0	$1	$3	$1	$0	$0	n/a	-100.00%	0.00%
			WHITE - TOTAL	**$0**	**$1**	**$3**	**$1**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
		TOTAL		**$68**	**$61**	**$41**	**$27**	**$4**	**$1**	**-83.93%**	**-87.04%**	**0.00%**

IMPORT WINE MARKET
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SALES IN RETAIL DOLLARS (000s)

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	CZECH REPUBLIC	RED	IMPORT BOTTLED	$15	$11	$0	$0	$0	$0	n/a	-100.00%	0.00%
			RED - TOTAL	**$15**	**$11**	**$0**	**$0**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
		WHITE	IMPORT BOTTLED	$22	$13	$0	$0	$0	$0	n/a	-100.00%	0.00%
			WHITE - TOTAL	**$22**	**$13**	**$0**	**$0**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
		TOTAL		**$37**	**$25**	**$0**	**$0**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
	FRANCE	RED	CANADA BOTTLED	$996	$1,274	$1,235	$1,257	$1,557	$438	18.79%	23.82%	1.55%
			IMPORT BOTTLED	$36,021	$29,838	$31,141	$35,860	$39,702	$17,130	12.71%	10.71%	8.44%
			RED - TOTAL	**$37,017**	**$31,112**	**$32,376**	**$37,117**	**$41,258**	**$17,568**	**12.85%**	**11.16%**	**8.18%**
		ROSE	IMPORT BOTTLED	$754	$1,127	$1,113	$1,154	$1,385	$222	13.66%	20.07%	9.40%
			ROSE - TOTAL	**$754**	**$1,127**	**$1,113**	**$1,154**	**$1,385**	**$222**	**13.66%**	**20.07%**	**9.40%**
		WHITE	CANADA BOTTLED	$448	$546	$429	$419	$550	$125	7.68%	31.29%	1.37%
			IMPORT BOTTLED	$13,000	$11,688	$11,817	$11,401	$12,174	$3,623	3.72%	6.78%	17.12%
			WHITE - TOTAL	**$13,448**	**$12,233**	**$12,246**	**$11,820**	**$12,723**	**$3,748**	**3.84%**	**7.64%**	**16.44%**
		TOTAL		**$51,219**	**$44,473**	**$45,735**	**$50,090**	**$55,367**	**$21,538**	**11.18%**	**10.53%**	**10.11%**
	GEORGIA	RED	IMPORT BOTTLED	$0	$0	$100	$202	$200	$83	21.78%	-1.38%	1.11%
			RED - TOTAL	**$0**	**$0**	**$100**	**$202**	**$200**	**$83**	**21.78%**	**-1.38%**	**1.11%**
		WHITE	IMPORT BOTTLED	$0	$0	$2	$8	$29	$16	276.91%	266.83%	0.82%
			WHITE - TOTAL	**$0**	**$0**	**$2**	**$8**	**$29**	**$16**	**276.91%**	**266.83%**	**0.82%**
		TOTAL		**$0**	**$0**	**$102**	**$210**	**$229**	**$100**	**37.06%**	**8.78%**	**1.07%**
	GERMANY	ICE WINE WHITE	IMPORT BOTTLED	$0	$0	$0	$0	$3	$1	n/a	n/a	0.00%
			ICE WINE WHITE - TOTAL	**$0**	**$0**	**$0**	**$0**	**$3**	**$1**	**n/a**	**n/a**	**0.00%**
		RED	IMPORT BOTTLED	$228	$256	$240	$205	$189	$70	42.78%	-8.26%	7.35%
			RED - TOTAL	**$228**	**$256**	**$240**	**$205**	**$189**	**$70**	**42.78%**	**-8.26%**	**7.35%**
		WHITE	IMPORT BOTTLED	$7,017	$7,138	$7,118	$7,255	$7,191	$2,304	-1.56%	-0.88%	8.02%
			WHITE - TOTAL	**$7,017**	**$7,138**	**$7,118**	**$7,255**	**$7,191**	**$2,304**	**-1.56%**	**-0.88%**	**8.02%**
		TOTAL		**$7,245**	**$7,394**	**$7,358**	**$7,461**	**$7,382**	**$2,374**	**-0.65%**	**-1.09%**	**8.00%**

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				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	GREECE	RED	IMPORT BOTTLED	$978	$795	$748	$675	$627	$183	-7.74%	-7.09%	64.24%
			RED - TOTAL	**$978**	**$795**	**$748**	**$675**	**$627**	**$183**	**-7.74%**	**-7.09%**	**64.24%**
		ROSE	IMPORT BOTTLED	$0	$1	$0	$0	$0	$0	n/a	n/a	0.00%
			ROSE - TOTAL	**$0**	**$1**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	$725	$657	$677	$620	$570	$151	-0.90%	-8.05%	55.73%
			WHITE - TOTAL	**$725**	**$657**	**$677**	**$620**	**$570**	**$151**	**-0.90%**	**-8.05%**	**55.73%**
		TOTAL		**$1,704**	**$1,453**	**$1,425**	**$1,296**	**$1,198**	**$334**	**-4.77%**	**-7.55%**	**60.19%**
	HUNGARY	RED	IMPORT BOTTLED	$358	$271	$267	$246	$364	$170	119.62%	48.01%	1.66%
			RED - TOTAL	**$358**	**$271**	**$267**	**$246**	**$364**	**$170**	**119.62%**	**48.01%**	**1.66%**
		WHITE	IMPORT BOTTLED	$1,120	$963	$1,077	$1,121	$1,096	$292	-12.76%	-2.23%	6.59%
			WHITE - TOTAL	**$1,120**	**$963**	**$1,077**	**$1,121**	**$1,096**	**$292**	**-12.76%**	**-2.23%**	**6.59%**
		TOTAL		**$1,477**	**$1,234**	**$1,344**	**$1,367**	**$1,460**	**$462**	**12.12%**	**6.81%**	**5.36%**
	INDIA	RED	IMPORT BOTTLED	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			RED - TOTAL	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		ROSE	IMPORT BOTTLED	$3	$1	$0	$0	$0	$0	n/a	n/a	0.00%
			ROSE - TOTAL	**$3**	**$1**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	$0	$0	$0	$0	$11	$11	n/a	n/a	25.62%
			WHITE - TOTAL	**$0**	**$0**	**$0**	**$0**	**$11**	**$11**	**n/a**	**n/a**	**25.62%**
		TOTAL		**$4**	**$1**	**$0**	**$0**	**$11**	**$11**	**n/a**	**n/a**	**25.62%**
	ISRAEL	RED	IMPORT BOTTLED	$237	$211	$157	$158	$158	$44	4.20%	-0.55%	3.42%
			RED - TOTAL	**$237**	**$211**	**$157**	**$158**	**$158**	**$44**	**4.20%**	**-0.55%**	**3.42%**
		ROSE	IMPORT BOTTLED	$0	$0	$1	$12	$15	$3	-2.98%	22.79%	26.89%
			ROSE - TOTAL	**$0**	**$0**	**$1**	**$12**	**$15**	**$3**	**-2.98%**	**22.79%**	**26.89%**
		WHITE	IMPORT BOTTLED	$93	$74	$75	$74	$69	$19	4.60%	-6.51%	0.61%
			WHITE - TOTAL	**$93**	**$74**	**$75**	**$74**	**$69**	**$19**	**4.60%**	**-6.51%**	**0.61%**
		TOTAL		**$330**	**$285**	**$233**	**$244**	**$241**	**$67**	**3.95%**	**-1.20%**	**4.06%**

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	ITALY	RED	IMPORT BOTTLED	$38,394	$35,545	$36,812	$37,941	$38,626	$13,321	4.96%	1.81%	21.75%
			RED - TOTAL	**$38,394**	**$35,545**	**$36,812**	**$37,941**	**$38,626**	**$13,321**	**4.96%**	**1.81%**	**21.75%**
		ROSE	IMPORT BOTTLED	$44	$100	$506	$803	$815	$209	11.51%	1.44%	3.39%
			ROSE - TOTAL	**$44**	**$100**	**$506**	**$803**	**$815**	**$209**	**11.51%**	**1.44%**	**3.39%**
		WHITE	IMPORT BOTTLED	$16,525	$16,769	$17,871	$19,276	$21,119	$6,311	9.18%	9.57%	22.87%
			WHITE - TOTAL	**$16,525**	**$16,769**	**$17,871**	**$19,276**	**$21,119**	**$6,311**	**9.18%**	**9.57%**	**22.87%**
		TOTAL		**$54,963**	**$52,413**	**$55,189**	**$58,020**	**$60,560**	**$19,842**	**6.34%**	**4.38%**	**21.89%**
	LEBANON	RED	IMPORT BOTTLED	$57	$24	$25	$27	$20	$8	7.19%	-25.03%	44.15%
			RED - TOTAL	**$57**	**$24**	**$25**	**$27**	**$20**	**$8**	**7.19%**	**-25.03%**	**44.15%**
		ROSE	IMPORT BOTTLED	$6	$0	$3	$4	$3	$0	-108.33%	-23.72%	100.00%
			ROSE - TOTAL	**$6**	**$0**	**$3**	**$4**	**$3**	**$0**	**-108.33%**	**-23.72%**	**100.00%**
		WHITE	IMPORT BOTTLED	$15	$5	$8	$6	$2	$0	-81.12%	-69.96%	76.90%
			WHITE - TOTAL	**$15**	**$5**	**$8**	**$6**	**$2**	**$0**	**-81.12%**	**-69.96%**	**76.90%**
		TOTAL		**$78**	**$29**	**$35**	**$37**	**$25**	**$8**	**-15.46%**	**-31.81%**	**53.71%**
	MEXICO	RED	IMPORT BOTTLED	$22	$16	$23	$16	$12	$1	-62.17%	-24.65%	19.79%
			RED - TOTAL	**$22**	**$16**	**$23**	**$16**	**$12**	**$1**	**-62.17%**	**-24.65%**	**19.79%**
		WHITE	IMPORT BOTTLED	$1	$3	$8	$3	$2	$0	-5.30%	-40.36%	0.00%
			WHITE - TOTAL	**$1**	**$3**	**$8**	**$3**	**$2**	**$0**	**-5.30%**	**-40.36%**	**0.00%**
		TOTAL		**$24**	**$19**	**$31**	**$19**	**$14**	**$2**	**-58.11%**	**-26.98%**	**19.17%**
	MOLDOVA, REPUBLIC OF	RED	IMPORT BOTTLED	$3	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			RED - TOTAL	**$3**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			WHITE - TOTAL	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		TOTAL		**$3**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
	MONTENEGRO	RED	IMPORT BOTTLED	$58	$49	$61	$57	$67	$25	18.99%	17.94%	1.50%
			RED - TOTAL	**$58**	**$49**	**$61**	**$57**	**$67**	**$25**	**18.99%**	**17.94%**	**1.50%**

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	MONTENEGRO	**TOTAL**		**$58**	**$49**	**$61**	**$57**	**$67**	**$25**	**18.99%**	**17.94%**	**1.50%**
	MOROCCO	RED	IMPORT BOTTLED	$11	$1	$0	$0	$0	$0	n/a	n/a	0.00%
			RED - TOTAL	**$11**	**$1**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		TOTAL		**$11**	**$1**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
	NEW ZEALAND	RED	IMPORT BOTTLED	$1,732	$1,709	$2,250	$2,410	$2,845	$883	12.86%	18.08%	18.30%
			RED - TOTAL	**$1,732**	**$1,709**	**$2,250**	**$2,410**	**$2,845**	**$883**	**12.86%**	**18.08%**	**18.30%**
		ROSE	IMPORT BOTTLED	$64	$14	$26	$16	$0	$0	-100.00%	-100.00%	0.00%
			ROSE - TOTAL	**$64**	**$14**	**$26**	**$16**	**$0**	**$0**	**-100.00%**	**-100.00%**	**0.00%**
		WHITE	CANADA BOTTLED	$0	$0	$0	$0	$89	$63	n/a	n/a	31.72%
			IMPORT BOTTLED	$11,979	$13,152	$16,758	$20,160	$24,094	$6,916	17.86%	19.51%	20.98%
			WHITE - TOTAL	**$11,979**	**$13,152**	**$16,758**	**$20,160**	**$24,183**	**$6,978**	**18.93%**	**19.95%**	**21.02%**
		TOTAL		**$13,775**	**$14,875**	**$19,034**	**$22,586**	**$27,028**	**$7,861**	**18.21%**	**19.67%**	**20.73%**
	PORTUGAL	RED	CANADA BOTTLED	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			IMPORT BOTTLED	$1,608	$1,728	$1,836	$2,092	$1,717	$559	7.87%	-17.93%	5.61%
			RED - TOTAL	**$1,608**	**$1,728**	**$1,836**	**$2,092**	**$1,717**	**$560**	**7.95%**	**-17.91%**	**5.61%**
		ROSE	IMPORT BOTTLED	$706	$682	$862	$798	$822	$272	15.48%	2.94%	2.02%
			ROSE - TOTAL	**$706**	**$682**	**$862**	**$798**	**$822**	**$272**	**15.48%**	**2.94%**	**2.02%**
		WHITE	IMPORT BOTTLED	$1,042	$1,182	$1,342	$1,415	$1,603	$357	13.62%	13.30%	4.51%
			WHITE - TOTAL	**$1,042**	**$1,182**	**$1,342**	**$1,415**	**$1,603**	**$357**	**13.62%**	**13.30%**	**4.51%**
		TOTAL		**$3,356**	**$3,592**	**$4,040**	**$4,305**	**$4,142**	**$1,189**	**11.28%**	**-3.78%**	**4.47%**
	ROMANIA	RED	IMPORT BOTTLED	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			RED - TOTAL	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	$0	$0	$0	$0	$0	$0	-100.00%	3,929.61%	0.00%
			WHITE - TOTAL	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**-100.00%**	**3,929.61%**	**0.00%**
		TOTAL		**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**-100.00%**	**3,929.61%**	**0.00%**
	SLOVENIA	RED	IMPORT BOTTLED	$0	$0	$0	$1	$0	$0	n/a	-100.00%	0.00%

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				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	SLOVENIA	RED	**RED - TOTAL**	**$0**	**$0**	**$0**	**$1**	**$0**	**$0**	**n/a**	**-100.00%**	**0.00%**
		WHITE	IMPORT BOTTLED	$7	$13	$1	$1	$1	$0	n/a	-14.78%	0.00%
			WHITE - TOTAL	**$7**	**$13**	**$1**	**$1**	**$1**	**$0**	**n/a**	**-14.78%**	**0.00%**
		TOTAL		**$7**	**$13**	**$2**	**$1**	**$1**	**$0**	**n/a**	**-48.55%**	**0.00%**
	SOUTH AFRICA	RED	CANADA BOTTLED	$8	$10	$5	$0	$0	$0	n/a	n/a	0.00%
			IMPORT BOTTLED	$9,552	$9,347	$8,587	$8,308	$7,958	$2,392	-6.02%	-4.21%	4.71%
			RED - TOTAL	**$9,560**	**$9,358**	**$8,591**	**$8,308**	**$7,958**	**$2,392**	**-6.02%**	**-4.21%**	**4.71%**
		ROSE	IMPORT BOTTLED	$29	$2	$19	$15	$3	$0	n/a	-80.12%	0.00%
			ROSE - TOTAL	**$29**	**$2**	**$19**	**$15**	**$3**	**$0**	**n/a**	**-80.12%**	**0.00%**
		WHITE	CANADA BOTTLED	$8	$9	$3	$0	$0	$0	n/a	n/a	0.00%
			IMPORT BOTTLED	$4,623	$4,659	$4,665	$5,239	$5,228	$1,326	-5.80%	-0.21%	6.24%
			WHITE - TOTAL	**$4,630**	**$4,668**	**$4,668**	**$5,239**	**$5,228**	**$1,326**	**-5.80%**	**-0.21%**	**6.24%**
		TOTAL		**$14,219**	**$14,028**	**$13,279**	**$13,562**	**$13,188**	**$3,719**	**-5.94%**	**-2.75%**	**5.31%**
	SPAIN	RED	IMPORT BOTTLED	$12,310	$11,717	$12,958	$16,020	$17,229	$5,632	7.08%	7.54%	7.53%
			RED - TOTAL	**$12,310**	**$11,717**	**$12,958**	**$16,020**	**$17,229**	**$5,632**	**7.08%**	**7.54%**	**7.53%**
		ROSE	IMPORT BOTTLED	$202	$195	$233	$188	$206	$45	53.33%	9.41%	13.61%
			ROSE - TOTAL	**$202**	**$195**	**$233**	**$188**	**$206**	**$45**	**53.33%**	**9.41%**	**13.61%**
		WHITE	IMPORT BOTTLED	$729	$718	$816	$1,075	$1,101	$353	40.01%	2.42%	16.60%
			WHITE - TOTAL	**$729**	**$718**	**$816**	**$1,075**	**$1,101**	**$353**	**40.01%**	**2.42%**	**16.60%**
		TOTAL		**$13,240**	**$12,631**	**$14,007**	**$17,283**	**$18,536**	**$6,030**	**8.82%**	**7.25%**	**8.14%**
	SWITZERLAND	RED	IMPORT BOTTLED	$3	$0	$0	$0	$0	$0	n/a	n/a	0.00%
			RED - TOTAL	**$3**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
		WHITE	IMPORT BOTTLED	$2	$0	$7	$2	$0	$0	-100.00%	-99.04%	0.00%
			WHITE - TOTAL	**$2**	**$0**	**$7**	**$2**	**$0**	**$0**	**-100.00%**	**-99.04%**	**0.00%**
		TOTAL		**$5**	**$0**	**$7**	**$2**	**$0**	**$0**	**-100.00%**	**-99.04%**	**0.00%**
	TURKEY	RED	IMPORT BOTTLED	$0	$3	$0	$7	$5	$1	-67.40%	-37.19%	6.57%

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				2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
TABLE WINE	TURKEY	RED	**RED - TOTAL**	**$0**	**$3**	**$0**	**$7**	**$5**	**$1**	**-67.40%**	**-37.19%**	**6.57%**
		TOTAL		**$0**	**$3**	**$0**	**$7**	**$5**	**$1**	**-67.40%**	**-37.19%**	**6.57%**
	UNITED STATES OF AMERICA	ICE WINE WHITE	IMPORT BOTTLED	$0	$0	$0	$0	$2	$0	n/a	n/a	0.00%
			ICE WINE WHITE - TOTAL	**$0**	**$0**	**$0**	**$0**	**$2**	**$0**	**n/a**	**n/a**	**0.00%**
		RED	CANADA BOTTLED	$3,633	$3,774	$3,566	$3,008	$2,623	$679	-16.85%	-12.83%	1.57%
			IMPORT BOTTLED	$51,630	$49,423	$53,668	$61,062	$73,418	$25,396	20.45%	20.24%	17.66%
			RED - TOTAL	**$55,263**	**$53,197**	**$57,234**	**$64,070**	**$76,041**	**$26,075**	**19.06%**	**18.68%**	**17.11%**
		ROSE	CANADA BOTTLED	$84	$84	$46	$9	$5	$0	-79.17%	-39.41%	1.32%
			IMPORT BOTTLED	$4,702	$4,465	$4,334	$4,191	$4,124	$1,135	-3.62%	-1.61%	6.66%
			ROSE - TOTAL	**$4,786**	**$4,549**	**$4,380**	**$4,200**	**$4,129**	**$1,135**	**-3.75%**	**-1.68%**	**6.65%**
		WHITE	CANADA BOTTLED	$1,959	$2,007	$1,768	$1,535	$1,111	$259	-27.44%	-27.58%	2.22%
			IMPORT BOTTLED	$22,041	$22,188	$23,553	$25,421	$27,739	$8,019	9.53%	9.12%	15.11%
			WHITE - TOTAL	**$24,000**	**$24,195**	**$25,321**	**$26,956**	**$28,850**	**$8,277**	**7.82%**	**7.03%**	**14.62%**
		TOTAL		**$84,049**	**$81,941**	**$86,935**	**$95,226**	**$109,022**	**$35,488**	**15.38%**	**14.49%**	**16.05%**
	URUGUAY	RED	IMPORT BOTTLED	$22	$19	$58	$24	$19	$7	18.37%	-19.94%	3.18%
			RED - TOTAL	**$22**	**$19**	**$58**	**$24**	**$19**	**$7**	**18.37%**	**-19.94%**	**3.18%**
		WHITE	IMPORT BOTTLED	$0	$0	$1	$1	$0	$0	100.00%	-101.45%	0.00%
			WHITE - TOTAL	**$0**	**$0**	**$1**	**$1**	**$0**	**$0**	**100.00%**	**-101.45%**	**0.00%**
		TOTAL		**$22**	**$19**	**$59**	**$25**	**$19**	**$7**	**18.59%**	**-22.89%**	**3.18%**
IMPORT TABLE WINE - SUMMARY			CANADA BOTTLED	$12,142	$11,928	$10,342	$8,520	$7,664	$1,960	-12.36%	-10.06%	7.27%
			IMPORT BOTTLED	$427,559	$410,737	$425,526	$450,272	$475,347	$152,193	4.49%	5.57%	13.61%
IMPORT TABLE WINE - TOTAL				**$439,701**	**$422,666**	**$435,868**	**$458,792**	**$483,010**	**$154,153**	**4.23%**	**5.28%**	**13.51%**
SPARKLING WINE	ARGENTINA	RED		$0	$0	$1	$1	$1	$0	-100.00%	-56.25%	0.00%
		ROSE		$0	$0	$2	$4	$2	$2	182.23%	-34.75%	55.90%
		WHITE		$29	$43	$56	$47	$105	$46	71.79%	124.64%	5.61%
		TOTAL		**$29**	**$43**	**$60**	**$52**	**$108**	**$48**	**68.92%**	**108.36%**	**6.76%**

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			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	AUSTRALIA	RED	$332	$232	$193	$177	$140	$43	-35.09%	-20.84%	1.18%
		ROSE	$736	$1,273	$1,280	$1,169	$1,194	$401	-7.15%	2.17%	3.47%
		WHITE	$2,097	$2,008	$1,696	$1,526	$1,523	$657	-0.12%	-0.17%	4.99%
		TOTAL	**$3,165**	**$3,514**	**$3,169**	**$2,872**	**$2,858**	**$1,102**	**-4.76%**	**-0.49%**	**4.17%**
	AUSTRIA	ROSE	$0	$0	$0	$0	$0	$0	n/a	n/a	0.00%
		TOTAL	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
	CHILE	ROSE	$200	$306	$280	$373	$326	$94	-18.67%	-12.48%	1.27%
		WHITE	$14	$2	$2	$2	$1	$0	-100.00%	-68.29%	0.00%
		TOTAL	**$214**	**$309**	**$282**	**$375**	**$327**	**$94**	**-20.17%**	**-12.81%**	**1.27%**
	CHINA	WHITE	$0	$0	$0	$3	$4	$1	-5.80%	29.99%	0.50%
		TOTAL	**$0**	**$0**	**$0**	**$3**	**$4**	**$1**	**-5.80%**	**29.99%**	**0.50%**
	CZECH REPUBLIC	WHITE	$23	$4	$0	$0	$0	$0	n/a	n/a	0.00%
		TOTAL	**$23**	**$4**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**
	FRANCE	RED	$0	$0	$0	$21	$0	$0	-100.00%	-100.00%	0.00%
		ROSE	$1,214	$1,158	$1,339	$1,519	$1,689	$646	3.96%	11.22%	16.21%
		ROSE TABLE WINE	$0	$0	$41	$80	$117	$48	7.21%	46.24%	6.76%
		WHITE	$11,233	$9,909	$9,897	$9,978	$10,071	$4,160	-0.40%	0.93%	27.36%
		WHITE TABLE WINE	$135	$132	$192	$181	$151	$64	10.00%	-16.93%	16.14%
		TOTAL	**$12,582**	**$11,100**	**$11,469**	**$11,779**	**$12,027**	**$4,918**	**0.35%**	**2.11%**	**25.46%**
	GERMANY	ROSE	$0	$150	$274	$302	$351	$158	-5.87%	16.24%	4.54%
		WHITE	$2,667	$2,614	$2,859	$2,842	$2,642	$1,162	-14.03%	-7.04%	12.69%
		TOTAL	**$2,667**	**$2,764**	**$3,133**	**$3,144**	**$2,993**	**$1,320**	**-13.13%**	**-4.80%**	**11.73%**
	HUNGARY	WHITE	$272	$313	$317	$288	$219	$82	-27.43%	-23.70%	1.56%
		TOTAL	**$272**	**$313**	**$317**	**$288**	**$219**	**$82**	**-27.43%**	**-23.70%**	**1.56%**
	ISRAEL	WHITE	$4	$0	$0	$0	$0	$0	n/a	n/a	0.00%
		TOTAL	**$4**	**$0**	**$0**	**$0**	**$0**	**$0**	**n/a**	**n/a**	**0.00%**

IMPORT WINE MARKET
ANNUAL FIGURES ARE 12 MONTH PERIODS ENDING IN DECEMBER OF EACH LABELLED YEAR
SALES IN RETAIL DOLLARS (000s)

			2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
SPARKLING WINE	ITALY	RED	$0	$1	$0	$0	$4	$0	n/a	n/a	0.00%
		ROSE	$135	$194	$246	$230	$252	$117	31.59%	9.65%	12.85%
		WHITE	$2,552	$3,042	$3,485	$4,036	$4,808	$1,887	18.66%	19.12%	23.77%
		TOTAL	**$2,686**	**$3,237**	**$3,730**	**$4,266**	**$5,064**	**$2,004**	**19.35%**	**18.60%**	**23.23%**
	NEW ZEALAND	ROSE	$4	$1	$1	$49	$138	$50	10.67%	180.29%	9.07%
		WHITE	$114	$76	$114	$354	$335	$119	-16.21%	-5.24%	9.58%
		TOTAL	**$118**	**$77**	**$115**	**$403**	**$473**	**$169**	**-9.67%**	**17.49%**	**9.43%**
	PORTUGAL	ROSE	$4	$17	$12	$0	$0	$0	n/a	-100.00%	0.00%
		WHITE	$5	$5	$8	$2	$5	$1	15.24%	108.01%	38.13%
		TOTAL	**$10**	**$22**	**$20**	**$3**	**$5**	**$1**	**15.24%**	**71.14%**	**38.13%**
	SOUTH AFRICA	ROSE	$0	$9	$0	$4	$3	$1	49.99%	-33.33%	0.00%
		WHITE	$46	$211	$306	$271	$231	$67	-25.63%	-14.76%	5.26%
		TOTAL	**$46**	**$220**	**$306**	**$275**	**$234**	**$67**	**-25.18%**	**-15.03%**	**5.26%**
	SPAIN	RED	$1	$0	$1	$1	$1	$0	n/a	9.99%	0.00%
		ROSE	$328	$267	$359	$311	$235	$75	-28.23%	-24.57%	10.44%
		WHITE	$4,920	$4,573	$4,802	$4,705	$4,523	$1,771	-12.87%	-3.88%	17.54%
		TOTAL	**$5,248**	**$4,840**	**$5,161**	**$5,018**	**$4,759**	**$1,846**	**-13.62%**	**-5.16%**	**17.19%**
	UNITED STATES OF AMERICA	ROSE	$28	$223	$162	$54	$28	$10	-0.04%	-47.53%	13.46%
		WHITE	$2,055	$1,824	$1,905	$1,823	$1,685	$647	-6.10%	-7.61%	10.95%
		TOTAL	**$2,083**	**$2,047**	**$2,067**	**$1,877**	**$1,713**	**$657**	**-6.01%**	**-8.74%**	**10.99%**
IMPORT SPARKLING WINE - TOTAL			**$29,146**	**$28,489**	**$29,830**	**$30,355**	**$30,785**	**$12,309**	**-2.55%**	**1.42%**	**18.80%**
WINE - GIFT PACKS		AUSTRALIA	$126	$115	$78	$2	$0	$0	n/a	-100.00%	0.00%
		CHILE	$0	$0	$0	$16	$4	$1	-91.26%	-71.41%	10.05%
		FRANCE	$82	$89	$155	$162	$183	$165	27.72%	13.03%	2.63%
		ITALY	$76	$13	$0	$26	$5	$0	-100.00%	-81.60%	0.00%
		PORTUGAL	$4	$6	$0	$0	$0	$0	n/a	n/a	0.00%

IMPORT WINE MARKET
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SALES IN RETAIL DOLLARS (000s)

		2008	2009	2010	2011	2012	CURRENT QUARTER	% CHG SAME QTR PREV YR	% CHG CURR YR VS PREV YR	LICENSEE % SALES 2013
WINE - GIFT PACKS	SOUTH AFRICA	$0	$94	$7	$0	$39	$39	n/a	n/a	0.14%
	SPAIN	$0	$48	$24	$0	$37	$37	n/a	104,242.46%	0.79%
	UNITED STATES OF AMERICA	$0	$0	$0	$40	$3	$0	-100.00%	-91.93%	0.00%
IMPORT WINE - GIFT PACKS - TOTAL		**$288**	**$364**	**$263**	**$245**	**$271**	**$243**	**16.82%**	**10.90%**	**2.09%**
IMPORT WINE - TOTAL		**$486,225**	**$467,407**	**$481,977**	**$505,512**	**$530,346**	**$172,317**	**3.66%**	**4.91%**	**14.17%**

GLOSSARY AND EXPLANATORY NOTES

"CANADA BOTTLED"	This is used in the imported wine market section to show wines that were imported in bulk and bottled in Canada.
"IMPORT BOTTLED"	This is used in the imported wine market section to indicate imported wine bottled outside of Canada.
Domestic Beer	The Domestic Beer Market section was revised in September 2012 to reflect sales as follows: a) Breweries with Annual Production over 160,000HL b) Breweries with Annual Production over 15,000HL and up to 160,000HL c) Breweries with Annual Production up to 15,000HL
Negative Sales	Occasionally, negative sales are reported. This is usually due to adjustments or product returns.
Periods	Refers to the LDB's financial periods which correspond approximately to calendar months.
Retail Dollar Sales	Value of sales before any applicable discounts are applied and without GST, PST, or HST.
Vintners Quality Alliance (VQA)	This is a quality designation for wine. British Columbia VQA wines are made entirely from grapes grown in the province and are certified by a panel of experts.

Contact Information

For more information about the Quarterly Market Review, please contact the LDB's Information and Privacy Department:

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